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Stacks

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 91

DECEMBER 1, 1934

Number 22

Whose Sausage Was That?

Marking your sausage and frankfurters is complete protection and doubly profitable. It enables customers to reorder by name. It prevents some inferior sausage being mistaken for yours and thus preserves the good reputation you have built up.

Marking with your own trade mark will do the trick—provided the marking is legible and cannot be effaced until the sausage reaches the skillet.

That is the kind of marking you can do and do easily, inexpensively, with the EVERHOT hot-ink brander illustrated below.

This unit has two rollers, one with the brand on it, and one Brush Roller containing an ink reservoir inside which automatically inks the die as it is rolled over the meat or sausage. The Brand Roller is heated by an electric element and dries the ink almost instantaneously. Foolproof, sturdy, efficient.

Write today for details or send your order. Satisfaction GUARANTEED.

EVERHOT MANUFACTURING CO.

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AMERICA'S
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ROLLER BRANDER
No. 65

Insures Better Quality and Lower Costs!


Zion National Kosher Sausage Factory
 INCORPORATED
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 U.S. GOVT. INSPECTION
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 BRONX, N.Y.
 October 22nd,
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John E. Smith's Sons Co.,
 50 Broadway,
 Buffalo, N.Y.

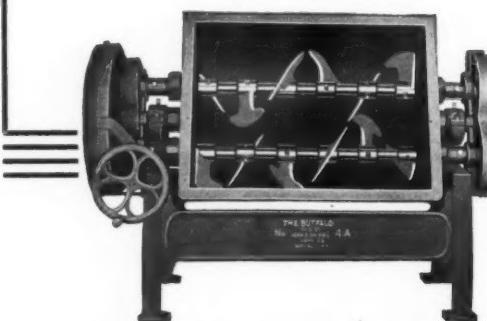
Dear Sir: ATT: R. C. Smith

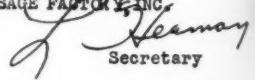
You would undoubtedly be pleased to know that Buffalo Mixer # 3, heretofore purchased by us from you, has given us great satisfaction.

Since its installation, we have economized in the cost of the production of our merchandise and have also succeeded in acquiring a finer looking product.

We thank you for your co-operation and recommend this machine without hesitation.

THE "BUFFALO"
 Mixer is a necessary machine "in acquiring a finer looking product." It is powerfully built, with scientifically arranged mixing paddles that thoroughly mix the "cure" or seasoning into every particle of the meat, producing a more uniform and tastier sausage. Write for full details.



Very truly yours,
**ZION NATIONAL KOSHER
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 BY 
 Secretary

Made in 5 sizes —
 motor driven or with
 tight and loose pul-
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JOHN E. SMITH'S SONS CO.

BUFFALO, N.Y., U.S.A.

Manufacturers of "BUFFALO" Sausage Machines and Packing House Equipment



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Wee

Combining HIGH VISIBILITY with Good Taste

BEFORE: Too little emphasis was placed on the brand name. Such a conventional design is out of step with the modern trend. It robs the package of attention value.



**ROYAL ASTER
SHORTENING**

100% Pure Cotton Oil
NET 4 POUNDS

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● Manufacturers are rapidly getting away from the characterless type of designing practice which so cluttered up the label that the package lost all distinction. A good container now is rated as one which is so distinctive in design, color and shape it cannot possibly be confused with other merchandise.

Continental designers have had singular success in helping to develop this modern packaging trend—finding a way to obtain shelf-dominance without sacrificing good taste. For 29 years Continental has been

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An analysis of your own package, *as it looks on the shelf*, may reveal the need for improvement. What is its visibility? Is the effect pleasing? Does it lift your merchandise out of the commonplace? Register in one's memory?

Our experience and facilities are at your service. Write, wire or phone our nearest Sales Office.

CONTINENTAL CAN COMPANY

NEW YORK

CHICAGO

SAN FRANCISCO

The National Provisioner

*The Magazine of the
Meat Packing and Allied Industries*

Volume 91

December 1, 1934

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PAUL I. ALDRICH
President and Editor

E. O. H. CILLIS
Vice Pres. and Treasurer

FRANK N. DAVIS
Vice Pres. and Advertising Mgr.

Executive and Editorial
Offices

407 South Dearborn Street,
Chicago, Illinois

Eastern Office

300 Madison Avenue,
New York, N. Y.

ANDREW H. PHELPS
Manager

Pacific Coast Office
1031 So. Broadway,
Los Angeles, Calif.

NORMAN C. NOURSE
Manager

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Is Packaging
only a beauty
show?



FOOD PROTECTION PAPERS

KALAMAZOO VEGETABLE PARCHMENT COMPANY
PARCHMENT (Kalamazoo County) MICHIGAN

“HALLOWELL”

Packing Plant Equipment

“Hallowell” Trolleys, Hooks, etc.

The border around this ad gives a fair though incomplete idea of the extensive line of our “HALLOWELL” Packing Plant Equipment. It should not be overlooked, however, that the “HALLOWELL” Equipment possesses a great many novel and decidedly outstanding features of improved design, and in addition that it is of the same high quality as our other nationally known “HALLOWELL” Products.

Be Sure To Get Our Packing Plant Equipment Bulletin 449

STANDARD PRESSED STEEL CO.

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DETROIT

JENKINTOWN, PENNA.

BOX 550

BRANCHES
NEW YORK
SAN FRANCISCO
ST. LOUIS

Page 6

The National Provisioner

Week

ALL IS WELL

as long as he has air!



Down, down, the weighted boots draw the deep sea diver, until he stands on the very floor of the ocean.

A slender hollow tube supplies him with air from above. If that tube were cut—

Here the denial of air is dramatic. But in every-day packing house routine, it may be absent without immediate notice.

Take fresh loins. If they're wrapped in a waxed pore-sealed sheet, air is excluded. They become soggy, faded, unappetizing. Quality is impaired.

Wrap them in a good oiled paper—such as H. P. S. White Oiled Loin Paper—and air can get to them. This paper's tiny pores are unsealed, permitting the gentle air circulation so necessary for these cuts.

Samples gladly furnished on request.



H. P. SMITH PAPER COMPANY

H. P. S. Waxed and Oiled Packers Papers

1130 W. 37th Street



CHICAGO, ILL.

It takes a Truck Engine TO STAND the Gaff

A PASSENGER car engine is called on to deliver from a *fourth* to a *half* of its full power most of the time. The average heavy-duty TRUCK engine delivers from *three-fourths* to *all* of its power practically all of its working time.

In terms of delivered energy the output of a TRUCK engine is perhaps *four times as great* per mile of travel. If the average car is disposed of at 50,000 miles, hundreds of hard-working trucks should be entitled to retirement in a few months' time. Nothing could be

further from the minds of either the builder or the owner of the good truck. Thousands of International Trucks have traveled upwards of *two or three hundred thousand miles*, every mile a TRUCK mile.

The automobile tests many a fine quality in an engine, but the TRUCK tests *rugged strength* also! For more than twenty years the builders of International Trucks have built TRUCKS ONLY. Question any International owner as to the result.

INTERNATIONAL HARVESTER COMPANY

606 So. Michigan Ave. of America
(Incorporated)

Chicago, Illinois



Illustration shows the NEW 4 to 5-ton Model C-60. See the NEW Internationals at all International branches and dealers. Sizes, $\frac{1}{2}$ -ton to 10-ton. Chassis prices, \$390 up, f.o.b. factory.

INTERNATIONAL TRUCKS

Do you know how much the quality and economy of your entire plant's lubrication depend on

the . . .

STORAGE

and

HANDLING of LUBRICANTS?

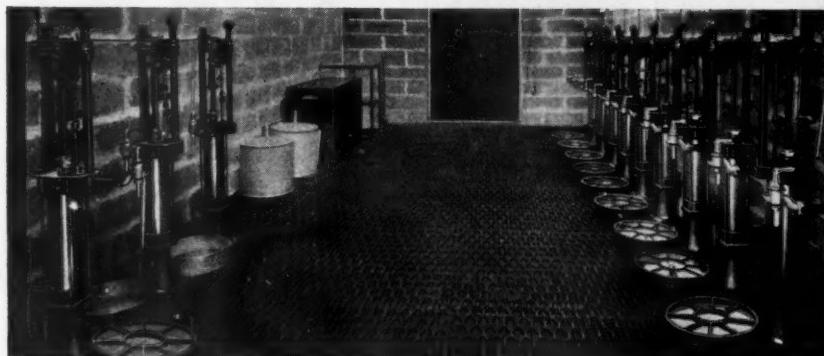
LUBRICANT in use is nothing more than a flexible, constantly renewing slippery film placed between moving surfaces to keep them from grinding together with resultant wear, heat, and needlessly increased power consumption. One basic requirement naturally is that the lubricant must be clean. The presence of dirt or moisture in a lubricant has harmful effects which are not fully understood. Care in storage and handling is just as important as in delivery to your plant. The following excerpts from a paper prepared by Technical Staff of the Standard Oil Company (Indiana) are interesting:

The presence of dirt or moisture may considerably change the chemical nature of lubricants . . . dirt, especially has the effect of converting the lubricant into a binding compound . . ."

Lubricants may be stored in too hot or cold a place where the temperatures may tend to break down any compound in the lubricant."

(Tank Car Storage and Barrel Storage treated in detail in practical suggestions given.)

Precautions are advised which should be observed in unloading tank cars—with specific instructions for



unloading tank cars in cold weather.)

"In addition to foreign contaminants, the mixing of different grades of oil will often cause lubrication difficulties . . ."

(Practical suggestions are given for the removal of contaminants, and the rules of safety which must be observed in cleaning tanks.)

"The location of oil rooms and dispensing equipment will usually affect the lubrication obtained, where individual operators are responsible for lubrication."

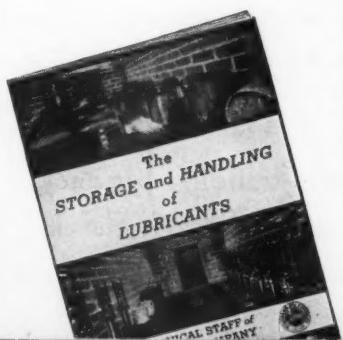
(The dispensing and distribution of lubricants is completely treated.)

MUCH of the "complication" which has entered the lubrication picture with the development of hundreds of kinds and grades of lubricants—each best adapted to its specifically intended use—can be simplified at the outset through more cleanly and orderly handling.

The Function of the Lubrication Expert
In his advisory capacity the modern lubrication expert brings you the key to more correct and economical lubrication on every piece of equipment. His duty is to assist you to get the best results in your own plant through personal "on-the-ground" analysis of your problems. In the matter of the storage and handling of lubricants he adjusts his recommendations to the storage facilities available. He is frequently able to simplify your problems—reduce the variety of lubricants being used—and at the same time increase the efficiency of your lubrication.

Standard Lubrication Engineers are ready at any time to advise you on specific problems or to conduct general lubrication surveys of your plant.

Copr. 1934, Standard Oil Co.



TANDARD OIL COMPANY (INDIANA)

Lubrication "Monographs"—Technical papers have been prepared by Standard Oil Technical Staff covering a wide range of specific lubrication problems. These are available upon request. Please state the particular problem in which you are interested. The coupon at the right is for your convenience.

Standard Oil Company (Indiana), 910 S. Michigan Ave., Chicago, Ill.

Gentlemen:

Please send a complete copy of the paper entitled "Storage and Handling of Lubricants" to:

Name Position

Company



Name Any Dry Sausage Product—You will find that Circle E MAKES IT!



Highest Quality Always Uniform

Circle E products are built up to a standard, not down to a price. Yet the price is in line and the standard of quality is rigidly maintained. Send today for information regarding our profitable plan and such other information as you desire. We'll reply promptly.

Think what it means to carry a really complete Dry Sausage line. No matter what your dealer wants, you can deliver. Also, by stocking the dealer with a full line, he makes more sales and you get more business.

And think what it means to be able to buy the complete line from a single, long established house, noted for the quality and uniformity of its product. All records and dealings are simplified; while time devoted to buying is reduced to a minimum, responsibility is centered, and shipments are economical.

This is the day of simplified methods and reduced costs. Look into the Circle E plan.



Business-building products with a good profit-margin

Handle the Circle E line and you sell products that will repeat because of sheer goodness. You make a good profit, too. Circle E solicits no business from the retail trade. You have the field to yourself. Write today for full details.

Circle E Provision Company

UNION STOCK YARDS - - CHICAGO, ILLINOIS

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 91

December 1, 1934

Number 22

Cutting Steam Costs Starts at Coal Pile

**Simple Tests Enable Packer to Get Greatest Value
Out of Large Sums Paid for Boiler Fuel**

SURVEYS by THE NATIONAL PROVISIONER STEAM AND POWER SAVING SERVICE in meat plant boiler rooms have revealed much obsolete and out-of-date equipment and auxiliaries in use at this time.

In 69 meat plants—picked at random—there are 204 boilers in operation. Of these, 49 are 20 or more years old and 73 are 15 or more years old. These 204 boilers have a total connected horsepower of 41,974. Of this total, 15,128 h.p. is produced in boilers 20 or more years old, and 20,942 h.p. in boilers 15 or more years old.

In the first 20 meat plants surveyed there are 70 boilers with a total connected horse power of 22,500, an average of 3½ boilers of 321.4 horse power per plant. Average age of these 70 boilers is 19 years. Fuel for operating these boilers cost \$733,578 in 1932.

What Figures Mean

Average efficiency of boilers installed 19 years ago is 65 per cent. For comparative purposes it might be assumed that these boilers were operated during the year in

One of a series of articles to aid the meat packer to secure better boiler room efficiency.

question at this 65 per cent efficiency.

But had all the boilers of the group been operated at the efficiency of the highest—82 per cent—total fuel consumption would have been 26 per cent less, resulting in a total saving of \$190,730, or \$9,526 per plant.

It is only when average figures such as these are spread over the industry as a whole that the huge loss due to obsolete boilers is evident. And to any such huge sum representing waste and loss must be added losses which are the direct result of inefficient operation, whether equipment be obsolete or modern.

Observations in the 20 plants mentioned lead to the conclusion that instead of being operated at an average efficiency of 65 per cent—the result that might be secured with careful use—efficiency probably is not in excess of 50 per cent.

If this is true, then cost of fuel in 1932 was 30 per cent greater than it would have been with better boiler operation, and average possible saving per plant would be 30



HIS COAL PILE MEANS MONEY!
Meat packer discovers a big leak in his pocketbook.

per cent greater than the average figure seems to indicate.

In practically every one of these 20 plants the losses resulting from the difference (12 per cent) between the efficiency actually secured and that possible with equipment installed was chargeable directly to lack of that quality of supervision in the boiler room which the packer executive commonly gives to processing and manufacturing departments.

The result was an average production of somewhat more than 5 lbs. of steam per pound of coal burned, when a production of 8 to 10 lbs. might reasonably be expected, and a cost as high as 50c per 1,000 lbs. of steam, when 30c to 35c should have been a fair average.

In one of these 20 plants—typical of many in the industry—it cost 34.96c to produce 1,000 lbs. of steam. Steam production in this plant in 1932 was 95,200,000 lbs.

Comparing Two Packers.

This plant has an important competitor which produced 97,500,000 lbs. of steam during the same year at a cost of 23.97c per 1,000 lbs. Equipment in the first plant is as modern as that in the other, and it is as capable, if given the chance, of producing at as low a cost.

Difference in steam costs in these two plants, which places a production handicap of \$10,426 on the one packer, is entirely the result of these packers' attitudes toward their power departments.

The packer with the high costs was interested principally in steam in the required quantities and at the necessary pressures. How these are obtained seemed more or less of a mystery to him, and even the fact that costs were high did not arouse his curiosity about his boiler room.

The other packer saw in the fuel delivered to his boiler room a pile of dollars which he insisted should be used to get the most value from them. He studied his boiler room, knew what could be done in it, required daily reports of essential information, and got on the job immediately when costs went up or production decreased.

The Packer's Alibi.

In numerous plants THE NATIONAL PROVISIONER STEAM AND POWER SAVING SERVICE called the attention of the executive responsible for results to the fact that indifference toward the boiler room, and lack of adequate supervision therein, was costing the company much money.

In these cases the reply usually was:

"I am not an engineer, but a packer. I hire a man I believe capable to run my boiler room, and I expect him to secure results. If I knew anything about the theory and practice of coal consumption and steam generation I might be able to reduce my steam costs, but lacking this information I am forced

to do the best I can under the circumstances."

Such reasoning may salve a packer's conscience, but it is hardly helpful in producing the best results.

There are packers who couldn't butcher a steer or make a pound of good liver sausage if their lives depended on it. But these packers see to it that there is no waste or loss on the killing floor or in the sausage kitchen. They have schooled themselves in butchering and sausage making sufficiently to see that these operations are done efficiently and at low cost.

Better Supervision Cuts Costs.

These same packers, if they tried, could learn enough about conditions in their boiler rooms to give these latter

Fuel Price Doesn't Indicate Value

• Two packers with practically identical boiler room equipment have radically different policies on coal purchases.

• In Plant No. 1 coal is bought on a price per ton basis. No consideration is given to the heat value of the fuel.

• Plant No. 2 has standardized on the coal used after a series of tests in the boiler room. What it seeks is the greatest value per dollar spent for fuel.

• Following are boiler room results in these two plants during 1932:

	Plant No. 1.	Plant No. 2.
Tons of coal burned..	5,950	4,875
Price per ton.....	\$2.65	\$3.18
Total cost of fuel....	\$15,767	\$15,508
Pounds of steam generated	95,000,000	97,500,000
Cost of steam per 1,000 lbs. total....	24.96c	23.97c
Steam generated per lb. coal	7.98 lbs.	10.00 lbs.
Boiler room labor....	\$6,726.86	\$4,435.50

• More careful operation is partly responsible for better showing and lower steam cost in Plant No. 2. But much of the saving is due to the fact that Plant No. 2 gets more heat units and more economical fuel than Plant No. 1.

departments the same careful, intelligent attention they give the other departments of their business. In a great many instances the effort would yield a far greater cash return than any study or analysis they might give to any other department.

Any meat packer sufficiently interested in saving money in his boiler room easily can gain information he needs to see that waste and loss in steam production are held within reasonable limits. The theory of coal combustion and steam generation is relatively simple, and a working knowledge of good boiler room practice can be obtained by the packer with no greater

effort than would be required to understand thoroughly many meat plant processing and manufacturing operations.

THE NATIONAL PROVISIONER STEAM AND POWER SAVING SERVICE believes executives in many of the smaller and medium-size plants—in which volume is not great enough to justify maintenance of an engineering department in charge of a trained engineer—will welcome opportunity to acquire this information if presented to them in a form to fit their particular needs.

An Aid to Better Supervision.

In this article, and others to follow, the effort will be made to help the meat packer reduce his boiler room expense and cut his steam costs by giving him facts enabling him to judge better just what is being accomplished, and to estimate what is possible with particular equipment available and conditions under which operations are conducted in his plant.

The subject is necessarily rather a broad one, and if in these discussions the packer should fail to find reference to situations that appear peculiar to his particular conditions, he may (as in the past), submit any questions he may have to THE NATIONAL PROVISIONER and effort will be made to answer them.

[EDITOR'S NOTE.—A "Steam and Power" question and answer column is conducted regularly by THE NATIONAL PROVISIONER. Questions on any phase of this subject as applied to any part of the packing plant will be welcomed.]

Should Know Fuel Value.

In preparing to give more careful consideration to his boiler room the packer will find it helpful to revise his attitude toward fuel. To many packers boiler room fuel is just so many tons, gallons or cubic feet of a certain material which costs a certain sum per ton, gallon or 1,000 cubic feet.

Actually the packer is not interested in fuel as such. Whether he realizes the fact or not, what he really buys and utilizes is heat units.

The fuel, in whatever form purchased, is merely a vehicle for bringing the necessary heat units into the plant and using them under the boiler. On the manner in which these heat units are handled after they reach the plant depends the value that is received from the money spent for the fuel.

What Are Heat Units?

Heat units are referred to as B.t.u.s (British thermal units). For all practical purposes the packer may consider a B.t.u. as that quantity of heat required to raise one pound of water 1 deg. Fahr.

Not all coal contains the same number of heat units. Some grades may have as many as 13,000 in every pound. Other coals may have only 10,000 or 11,000, more or less.

Cutting steam costs—it will thus be seen—might very consistently start in the purchasing department.

What the packer buys when he orders coal is heat units. They are the little

(Continued on page 17.)

Annual Fat Stock Exhibitions Are Parade of World's Finest Meats

TWENTY-FOUR carloads of fat steers were exhibited at the Great Western Livestock Show held at Los Angeles, Calif., November 17 to 22, inclusive. The carlot show was the finest ever held in that section, both in quality and numbers. Grand champions in the carlot class were mediumweight Herefords, fattened entirely on California-grown feeds.

Grand championship honors of the show were carried off by a Hereford, a summer yearling, and a steer of the same breed placed second. A Hampshire barrow topped the hog entries and was reputed to be a "compact, streamlined pig," this type receiving preference over the longer bodied types favored at some other shows. A Southdown lamb, carrying remarkably even fleshing and ideal type of lamb perfection, was chosen for the grand champion lamb of the show.

Auction sales of fat cattle, hogs and lambs and of registered beef bulls and females were held on the closing days of the show, which was housed in fine new quarters on several acres of concrete covered by permanent steel sheds. The carlot exhibits also were housed in new quarters in close proximity to the purebred exhibits.

Boys and girls from 4-H clubs and members of the Future Farmers were present in large numbers. Programs of the week for these two groups included a trip through the plant of the Cudahy Packing Co. for the Future Farmers and a carcass demonstration by the Safeway-Piggly Wiggly stores

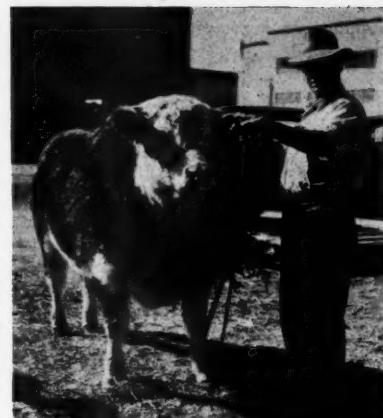
for the 4-H group. In this demonstration, the carcass of a choice grain-fed steer was shown with one of an ordinary steer. Both carcasses were broken up into commercial and retail cuts and the advantages of good breeding and good feeding as evidenced on the butchers' block brought out.

The show this year is the ninth annual exhibit to be held since the establishment of the Los Angeles Union Stock Yards.

INTERNATIONAL SHOW OPENS.

Packers who like to see fancy steers, hogs and lambs on the hoof will have a rare treat in the carlot exhibit at the International Livestock Exposition which opened at Chicago on December 1 and will continue through the coming week. Cattle entries total 353 carloads, of which 241 are Herefords, 95 are Angus, 15 are Shorthorns and 2 are Galloways. The bulk are yearlings although there is also a good showing of two-year-olds. These of course have been sifted down and only those of superior qualifications are actually participating in the show.

In addition to the big carlot show of cattle there are 40 loads of hogs and 31 loads of lambs. Exhibits have been received from coast to coast, there being entries from New York, California, Texas and Alberta, Canada. Short-horn cattle exhibited have come from 19 states and the provinces of Ontario, Alberta and Quebec, Canada. Herefords came from 16 states and the



\$1,000 WORTH OF BEEF.

"Tuxedo Bill," grand champion of the Great Western Livestock Show held at Los Angeles, Calif., November 17 to 22, was sold for \$1 per pound to the Biltmore Hotel in that city. The steer was a summer yearling and weighed 1,000 lbs. He was exhibited by the H. A. Baldwin ranch of Pleasonton, Calif., and is shown here with one of his attendants.

provinces of Ontario and Alberta while the Aberdeen-Angus came from 13 states and Ontario for the golden jubilee show of this breed at the International Exposition this year. The jubilee is in celebration of the 50th anniversary of the establishment in America of Aberdeen-Angus cattle.

Ten breeds of sheep are represented at the show, coming from 14 states, while hog breeders from 7 states in and adjoining the Corn Belt are participating.

Reduced rail fares are being offered during the week of the exposition by all roads entering Chicago from points west of the Ohio river and east of Montana, as well as from states to the south and southwest.

GRASS BEEF LESS AND HIGHER.

Western grass cattle received at Chicago Union Stockyards during the season just ended totaled 110,000 head against 74,500 head a year ago and 71,000 head two years ago. However, with these two exceptions the run was light, and compared with the record of 468,400 head in 1919 and 389,000 in 1879.

Top price paid during the season was \$7.25 per cwt. and the average, \$4.25. This compares with a top of \$5.25 and an average of \$3.95, a top of \$8.00 and an average of \$5.40, one and two years ago. The high top and average for grass cattle were made in 1928, when \$15.50 was the highest price paid and \$11.50 was the average. The lowest price was paid in 1879, when the top was \$3.85 and the average \$3.10.

Steers predominated in the run of the season just ended, although there were relatively more cows and stock heifers and heifer calves marketed this year than in recent years, indicating con-



LARGEST SHEEP HERD IN WORLD GATHERED FOR SLAUGHTER.

What is said to be the largest single sheep and goat herd in the world has been gathered on the outskirts of Phoenix, Ariz., where the Tovrea Packing Co., holding a government contract, is canning meat to be distributed to relief centers this winter. Goats are purchased by the government in Arizona, New Mexico and Texas, and Arizona Indians are selling many sheep and goats from their herds. The flock pictured here is a part of a herd of 28,000 gathered at one time.

On the hill in the background of the picture may be seen the castle-like home of the late E. A. Tovrea, founder of the packing company, and pioneer livestock producer and meat packer of that region.

siderable reduction in potential beef supplies as a result of drought conditions.

FEED SOY MEAL, NOT BEANS.

A warning to American farmers against the feeding of whole soy beans in their natural state to their hogs has been issued by the Institute of American Meat Packers.

"Although soy beans represent a desirable and profitable crop of increasing importance to American agriculture, the feeding of the beans in their natural state, either whole or ground, usually leads to what is known in the meat trade as 'soft' pork," the Institute says. "Although it is doubtless true that the growing of soy beans is a valuable soil crop, care should be taken to avoid nullifying the value of the plant by feeding the beans to hogs and thus reducing the value of the pork crop."

"The oil should be crushed from the beans before they are used as feed for hogs. After the oil has been removed a feed high in protein content remains, and provides a good feed for hogs and other live stock, without danger of 'softening' the pork."

Following resolutions adopted at its recent convention, the Institute has embarked upon a program of education, offering farmers scientific information on the growing of soy beans and proper methods of use. "Some idea of the growing importance of this crop may be obtained from statistics which reveal that production in Illinois alone jumped from about 30,000 bushels in 1919 to approximately 6,300,000 bushels in both 1931 and 1932," the Institute points out. "After some curtailment in 1933, the production again advanced, and it is likely that soy beans will become increasingly important to agricultural prosperity."

ADDITIONAL BEEF AWARDS.

Telegraphic and other awards have been made by the FSRC under Schedule 107 for the slaughtering of cattle, boning and canning beef, supplementing those announced on November 5. The telegraphic awards had to do with the handling of cattle located in Florida and were made to the following companies:

	Slaughtering and Boning. No. hd. daily.
J. H. Allison Co., Chattanooga..	100
The Provision Co., Columbus, Ga.	150
Swift & Company, Moultrie, Ga.	415
Atlanta, Ga.	180
Georgia-Carolina Packing Co., Augusta, Ga.	75
Total	920

All of the meat from these contracts will be canned by the Frederick City Products Co., Frederick, Md.

Other awards made under this schedule after the announcement of the original list were to Armour and Company to process 500 cattle at Spokane, Wash., the meat to be canned by the National Fruit Canning Co., Seattle; to Derby

Foods, Inc., to can beef from 900 cattle daily; to Foell Packing Co. to can 231,000 lbs. of frozen boneless beef; and to Republic Food Products Co. to can beef from 1,200 cattle daily, originally shown as awarded to Wilson & Co.

New bids, under Schedule 112, were opened on November 30. Awards will cover slaughtering and canning activities during December.

FILE TAX REFUND CLAIMS.

A further urge is given packers who have processing tax refund claims against the government to file these claims without delay. As pointed out in THE NATIONAL PROVISIONER of November 24, p. 39, these claims, which relate to refunds on product delivered for charitable purposes, must be filed within six months of the time of delivery of the product. For product delivered prior to June 16, December 16 would be the final filing date, but as

some time is required to audit these claims in the FSRC, it is important that they be filed at once. Only a short time ago there were refunds due some 47 meat packing companies totaling something over \$1,000,000, claims for which had not been filed.

Where delay in the filing of claims for refund is due to the fact that the tax itself has not been paid, it is suggested that the processor pay the tax immediately so he can file his claim and not lose that portion of the tax paid on product designed for charitable purposes.

The six-months' limitation applies also to product delivered after June 16, limitation period dating from the day of shipment. It is desirable, therefore, that all claims be filed as promptly as possible.

For shipments on and after August 1, the FSRC has requested processors not to file claims for refund but to take credit for the processing tax in their current returns of taxes payable, a practice permissible under the provisions of the Dietrich bill. The relief corporation will furnish the necessary evidence on approved affidavit forms to support such claims for credit.

Must Label Relief Beef

Beef from drought relief cattle sold in the city of Portland, Ore., must be labeled so the consumer who buys it will know what it is, under an emergency ordinance passed by the Portland city council a short time ago.

Appearing before the city council, representatives of the Northwest Livestock and Meat Council said that *some of the relief meat is getting into commercial trade, that it is sub-standard, that it is flooding the market and that its sale without labelling lowers the standard of other meats which must be sold in competition with it.*

It was brought out that there was no objection on the part of the federal government to having this meat labelled. As proof of the low price at which a considerable part of this drought meat was being sold in competition with other meat, I. W. Ringer submitted advertisements of certain cuts being offered for sale at half price.

The labelling must be done by the person, firm or corporation preparing the meat or meat food product from drought relief cattle, by the retailer offering the product for sale and by food establishments serving the meat.

The ordinance was passed to meet an emergency, which the city council defined as follows: "That large quantities of sub-standard meats and meat products are being offered for sale to the public deficient in food quality and the public has no means of distinguishing such meats and meat products from prime or standard meats and meat food products; therefore, an emergency is hereby declared to exist and this ordinance shall be in force and effect from and after its passage by the council."

ILL. RELIEF MEAT PROCESSING.

The Illinois Emergency Relief Commission recently advised the Institute of American Meat Packers that the commission is now arranging to let contracts for the processing of between one thousand and two thousand cattle in its possession and now on pasture in various points in Illinois.

The processing will consist of the following operations: (1) slaughtering and boning of cattle, including delivery of processed beef to canning establishments; (2) production of canned hamburger from boneless beef furnished. Specifications under which this work is to be done will be similar to those used by the commission on its previous contracts. Copies of the specifications and bid forms may be obtained by writing to O. F. Beyer, Director of Commodity Distribution, Illinois Emergency Relief Commission, 1319 South Michigan Ave., Chicago. Definite date for opening of the bids has not been set, but it will probably be about December 5.

SALES AND COLLECTIONS GOOD.

Slow but steadily improving conditions in sales and collections in 103 major markets throughout the country are noted by the National Association of Credit Men in its October survey. For the third consecutive month the number of cities reporting "good" collections and "good" sales shows an increase. In August collections were good in 11 cities and sales good in eight. September's survey saw the 11 increase to 19 and the eight to 19 as well. The current survey finds 21 cities in the "good" collection column and 22 in the "good" sales classification.

Tests Show Lard Good for Cakes and Cookies as Well as for Pies

THIRTEEN cake and cookie recipes prepared by the Department of Scientific Research of the Institute of American Meat Packers advancing the use of lard as a shortening agent are being offered to members of the Institute in order to promote the consumption of lard.

It has been the opinion of many housewives that lard, although very satisfactory as a shortening for pie crusts, was not suitable as an agent for producing certain types of tasty and delicious cakes and cookies.

Diligent research on the part of the Institute has completely exploded this idea. Delegates attending the recent convention of the Institute found ample proof of this fact in samples of cakes and cookies which were prepared with lard.

The results were successful, and lard was acclaimed, by those who had opportunities to sample the cookies, as a shortening agent inferior to none, when used according to the methods developed by the Institute. The methods are slight but practical modifications of the conventional method of making cakes.

Digestibility and Shortening Value.

Laboratory tests have shown that lard is 97 per cent digestible, and has superior shortening qualities which make it ideal for cookies and cakes. The question, however, is how to convince the average housewife of this fact. It is the purpose of these recipes—which include such items as cocoanut cake, spice cake, brownies, ice box



LARD AND WHAT IT CAN DO.

This exhibit at the International Livestock Show illustrates the various uses of lard as a shortening agent. Laboratory tests have shown that it has superior qualities which make it ideal for cookies and cakes.

cookies, chocolate cake and many others—to illustrate to consumers that they now have a superior and inexpensive medium in lard.

It is believed that by advancing lard as a shortening agent a field has been opened for this product which has in the past been considered by very few.

Retailers in meat shops and grocery stores will very probably find that a little effort directed toward lard will help very materially in increasing sales of this product. The thirteen recipes prepared by the Institute, attractively printed and arranged on a card of convenient size for filing purposes, should be valuable as a means of influencing and educating the housewife on the merits of lard.

"During any great industrial strike it is no doubt true that the purchasing power of the American consumer is relatively lower than at other times, and the price the packing industry can obtain for its products is, therefore, correspondingly lower. And when the price the industry can obtain is lower, it naturally follows that the price it can offer to pay for livestock is also lower, if supplies remain virtually constant.

"The packing industry has no control over meat prices. Nor has it any control over the number of livestock marketed. It merely buys all of the livestock offered for sale by farmers, pays for it in cash, processes the livestock, and obtains from meat consumers the best possible price that consumer purchasing power makes it possible to obtain."

Unfair Advertising Answered.

Various advertisements which tend to place meat in an unfavorable light have come to the attention of the Institute from time to time. Many of the advertisers have no intention whatever of making disparaging statements about meat and meat products and, with this idea in mind, the Institute points out the errors in the ads. Recently the Institute ran across the following statement in an advertisement:

"Cut down on the heavy foods and drink milk at each meal to ward off the 'hidden hunger' that saps your body of its youthful vitality. Fresh pasteurized milk supplies vitamins, minerals and proteins that prolong vigor . . . keep you feeling your best. Start today to drink milk and stay young."

The exception taken to this statement was in the term, "heavy foods." The stand the Institute took was that heavy foods may, and very probably do, mean meat to the average consumer. It was stated to the advertiser that, if this advice was followed, meat would be the first food which would be limited by the consumer.

Radio programs sponsored by food manufacturers often broadcast statements which might very possibly, if considered seriously by the consumer, lead to a decrease in the consumption of meat.

A Sunday evening program, which probably has many followers, advised the public to reduce their food budget by cutting down on "heavy, expensive foods," and to give their health a boost by limiting heavy protein meals. Again the Institute felt that "heavy, expensive foods" could possibly mean only one thing to the consumer, and when coupled with the term "protein" remove all doubt that meat was the product in mind.

The Institute pointed out to the advertiser again that there was no sound reason why consumers should cut down on meat, and that it was not considered sound policy to endeavor to advance the use of one food by unfavorable references to another.

Misinformation About Meat Is Corrected by the Institute

NEWSPAPER articles, advertisements and public forum letters based on erroneous information and carried in newspapers in various parts of the country recently have come to the attention of the Department of Public Relations and Trade of the Institute of American Meat Packers, which in a spirit of friendly cooperation has advanced authentic data to correct such statements.

For instance, a Missouri newspaper editor in a one-paragraph editorial article dealing with prices of hogs and pork products as reflected by the textile strike of last summer said: "Three weeks ago packers took \$1 per hundred pounds off the price of fat hogs in one week." The Institute pointed out that this information was not based on the facts of the situation. By checking figures issued by the United States De-

partment of Agriculture, it was revealed that during the time mentioned hog prices actually increased.

It was also asserted in this editorial that meat packers "took nothing off of their prices to consumers." Again the figures quoted by the Institute pointed out that in all cases but two—bacon and lard—prices at wholesale actually receded one to four per cent during the period stated. Prices of the two exceptions remained steady.

A One-sided View.

In answering this article the Institute found, as is the case in many articles which place the industry in an erroneous position, that the important factor of supplies was not taken into consideration. In pointing out the fallacies of such statements the Institute said:

Practical Points for the Trade

Preparing Beef Casings

Information for checking practice in the handling of beef casings is requested by a packer who has been saving his casings, but who is of the opinion that his practice can be improved upon.

The first of this information was given in THE NATIONAL PROVISIONER of November 24, 1884, and related to the handling of beef rounds up to the point of inspection of the cleaned rounds. In the following installment inspecting, grading, curing and packing rounds are taken up, as well as the handling of beef middles.

Inspecting and Grading.

After sliming, the casings are put into a tub of water, at a temperature of 45 to 50 degs. F., and washed. They are then laid over a board for sorting, the export rounds being separated from the domestics. They are then inspected for holes, scores, slime and ragged ends. This is done by inflating the casing with air. Small particles of slime are objectionable; the casing is scored if it is cut even if it will hold air; and all ends must be trimmed square.

Along with inspection the casings are graded for quality and size. Export rounds are separated into narrow, medium and wide. They must be of good color, properly cleaned, slimed and salted, closely fatted, reasonably free from holes and entirely free from knots or warts. Narrow are $1\frac{1}{8}$ in. or less in diameter; mediums $1\frac{1}{8}$ to $1\frac{1}{2}$ in.; and wides over $1\frac{1}{2}$ in.

After grading, the casings are chilled in cold water, which must be iced in summer, then drained and measured into sets 102 to 106 ft. long. The measuring is done on a vertical bar between two pegs, spaced $2\frac{1}{2}$ ft. apart. Twenty-one and one-half full loops give the correct measurement. As the casing shrinks 3 to 4 feet during the curing process the cured length will be from 100 to 103 feet. Pieces must measure 5 ft. or over. Lengths under this are discarded. Inspection of 10 standard sets at time of sale must show not more than 5 large and 5 small holes and no one set may contain more than 5 holes.

Curing and Packing.

After measuring into sets, the bundle is tied on its upper side and thoroughly salted with rough salt. They are then placed in a perforated truck, thickly covered with salt and left over night. The next morning the loose salt is shaken off and each bundle given another inspection. Only such bundles as are positively narrow and free from warts, fat and slime are export rounds. Such domestics as have too many warts are thrown out altogether.

The casings are then thoroughly salted with a finer grade of salt and packed in large perforated tierces which will allow the water and pickle to drain off over night. To dry the casings suf-



ficiently, the tierce is pressed down from the top by means of weights so that its contents sink over night about one-fifth.

The next morning the casings are packed in tierces. Export rounds are packed in 8-hoop oak tierces averaging 700 lbs. in weight. Narrows are packed 225 sets to the tierce; mediums, 180 sets; wides, 140 sets per tierce. Medium domestic rounds are packed 180 sets and wide domestics 140 sets to a 6-hooped softwood paraffined tierce. The sets must be pressed firmly together in the tierce so that all air will be excluded. Air spoils the color of the casing.

A standard set of rounds is 100 ft. long.

Cleaning Rounds by Hand.

If a machine is not procurable, fatting and sliming can be done by hand with the help of a scraper. Rounds may also be fattened with the thumb which, however, requires a great deal of skill and practice.

In fatting rounds with a scraper, take two strings at one time; in sliming, from 1 to 3 strings taken double, commencing from the center of each string.

Protect the thumb with a finger stall made either of heavy canvas or leather, and let it cover the entire thumb and fit closely to the scraper. Pull the guts

Fancy Braunschweiger

Braunschweiger of fine flavor, good texture, which will cut well and keep its appearance both inside and out, is popular with retailers and consumers.

Many packers and sausage manufacturers are satisfied with their Braunschweiger, while others are not enjoying as wide trade as they should have. Some have a satisfactory formula, but do not get good results in the appearance of their product. *This is due to faults in handling.*

Formula and instructions for making a very good smoked liver sausage, or Braunschweiger, may be secured by subscribers by sending the attached coupon with 10c in stamps.

The National Provisioner.

407 So. Dearborn St., Chicago, Ill.
Please send me instructions on Braunschweiger or smoked liver sausage.

Name.....

Street.....

City.....

Enclosed find 10c in stamps.

with the left hand through the scraper and turn them with the same hand.

Sliming with a scraper has the added advantage of taking a good deal of the fat off from the inside. Warm water must always be used for scraping.

Handling Middles.

The middle is separated from the bung and pulled loose from the ruffle fat. Warm water is then run through to wash out the manure. This is done by pressing the middle rather than stripping, as stripping wastes the adhering ruffle fat. The guts are then put in a tub of warm water, washed and passed on to the fatters.

A much heavier coating of fat covers middles than rounds. The fatter hangs the middles on a wooden peg sticking out from the fatting bench and pulls off the skin and fat from the rectum end. The remainder of the fat is sliced off with a knife beginning at the rectum end. This end is then cut off and the bung gut end trimmed.

They are then put in a tub of warm water and run through the fatting machine for the removal of any fat that may remain. This machine is similar to the one used for fatting rounds and is provided with two rice-root brushes set one-eighth to a quarter of an inch apart. It is necessary to run them through this machine two or three times.

Turning and Sliming.

After fatting, the middles are placed in a turning tub filled with lukewarm water and turned inside out. The middle is not punctured in the center of the gut like the round but is turned from the wide end by allowing water to flow into the pocket formed by the inverted middle, thus causing the gut to turn itself.

They are next run through the sliming machine from two to four times, depending on the kind of cattle from which they came. Middles from older cows are more difficult to slime than those from young fat steers.

From here the middles are placed in a tub of cold water and held for inspection, to determine if they are sweet, properly cleaned, slimed, closely fatted and practically free from holes and scores.

Grading and Packing.

Middles are graded into three widths—regular, wide and narrow. Regulars include all middles under 2 in. in diameter and are generally the run of the house, although selections of other widths may be taken out of this grade. Wide middles are 2 in. and over in width and narrow are $1\frac{1}{8}$ in. wide and under. However, all packers and dealers do not use these widths.

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ing the middles around two pegs set 2½ feet apart on a vertical bar. Twelve and one-half full loops give a length of 63 to 64 feet. This results in a salted and shrunk middle about 57 ft. long. No pieces less than 3 ft. long are included. The fat ends are cut off 8 to 12 in. from the end of the middle. Not more than 5 pieces should be included in each set.

After measuring, the middles are salted then drained over night and resalted and packed according to instructions given for rounds. Narrows are packed 140 sets to the tierce; regulars, 110 sets and widens, 100 sets. Tierces weigh about 600 lbs. when packed. As a rule it requires 2½ head of cattle to produce one set of middles. In other words, cattle yield 36 to 40 per cent of a set per head where there is no wastage and no condemnation.

Middles find their widest use in the manufacture of bologna but they are used extensively for salami, cervelat, farmer style sausage, Goteborg and Arles. About 75 lbs. of bologna can be stuffed in one set of middles.

Cleaning, grading and curing beef bungs will be covered in the next installment in this series.

Meat Curing Practices

A packer who is not getting good results with dry cure bacon says:

Editor The National Provisioner:

We are making dry cure bacon, using for 600 lbs. of fresh trimmed bellies 18 lbs. fine salt, 8 lbs. sugar and 5½ lbs. of a commercial curing mixture. The bellies are left in cure 12 days. After they are taken out they are soaked in warm water for about 2 hours and then smoked and chilled for slicing.

Occasionally we have a complaint of some of the sliced bacon tasting fishy and salty. As far as we know, we buy good firm hogs for the manufacture of bacon. We would like to know whether the complaint of the fishy taste is due to the curing or handling of same.

It sometimes happens that hogs which have been pastured extensively on alfalfa will produce meat of a fishy flavor. Such hogs are usually firm and of good quality. In this case, however, it is probable that the inquirer is not handling his product right.

He is using more of the commercial curing mixture than is advocated by its makers, and evidently the product is not fully cured. He does not state the average of bellies cured, but if it is 10/12 avg., they should be in cure, using this commercial formula, from 12 to 14 days. If they are heavier, the cure should cover 14 to 16 days.

Undercure is frequently the cause of off flavor in meats. The salty taste complained of is probably due to the fact that he uses 1-lb. more of the commercial mixture than is advised.

While curing instructions given by THE NATIONAL PROVISIONER are confined necessarily to the longer slower cure, it is believed that if users of reliable commercial cures will follow to the letter the instructions given they will get entirely satisfactory results.

Operating Pointers

For the Superintendent, the Engineer, and the Master Mechanic

STEAM AND FUEL COSTS.

(Continued from page 12.)

things that make the steam. It is not always advisable to buy coal entirely on a heat unit basis, although (other things considered) the packer should strive to secure the most heat units for every dollar he spends for fuel.

Other considerations, however, including suitability for conditions under which the coal is used, must be taken into account. Nor should the packer judge value of a fuel by the price the coal dealer asks for it, or be unduly influenced by the fireman's opinion of it.

Price No Indication of Heat Value.

For after all the packer's chief interest in a fuel is the cost to him at which it will produce steam—the number of pounds of steam that can be made from a pound of coal. Some coals will make steam more efficiently than others.

But a strange fact is that the packer who knows intimately all supplies and materials produced for his use in processing and manufacturing, and to a fraction of a cent what it costs to use them, seldom has any idea of the results he secures from the large sums he spends for fuel, or has any facilities or records by which to determine results secured for this money spent.

At this point it might be well to point out that price asked for fuel is no indication of its relative value for producing steam. Packers' most expensive fuel may be "distress" coal that can be purchased at a very low cost per ton.

One of the surest ways to determine values of different coals available is to test them under actual meat plant conditions, and thereby find out which will give the best value when burned under the boilers, regardless of what they cost delivered at the plant.

Value in Testing Coal.

In its studies of meat plant power departments, THE NATIONAL PROVISIONER STEAM AND POWER SAVING SERVICE found a number of packers who were either testing coal or planning to do so. In practically all cases two results were being sought of each coal under test—number of pounds of steam produced per pound of coal burned and cost to produce 1,000 lbs. of steam.

Tests such as these—while perhaps not of the greatest value from a purely engineering standpoint—serve well in giving to packers practical information on coal values, and are infinitely more valuable than no information at all.

In making them care should be taken to have conditions as nearly uniform as possible during each test, and to extend the test in each case over a suffi-

ciently long period to secure fairly average and representative results. This applies particularly to load conditions on the boiler and its condition as to cleanliness (freedom from soot and scale.)

Tests to determine the number of pounds of steam generated per pound of coal burned are comparatively simple to make. The first thing to know is that when a pound of water is evaporated in a boiler a pound of steam results.

How to Make Steam Tests.

Therefore, if the packer equips his boiler so that he can determine the number of pounds of water pumped into it during the test period he will also know the number of pounds of steam the boiler produced during that time, provided the test is started and stopped with water in gauge glass at same level.

Water pumped into the boiler may be measured by an ordinary water meter. A gallon of water weighs 8.34 lbs.; a cubic foot of water weighs 62.4 lbs.

All coal fired under the boiler during the period of the test should be weighed. Knowing the pounds of water pumped into the boiler (pounds of steam generated) and pounds of coal burned, it is a simple matter to determine the number of pounds of steam produced per pound of coal burned.

To Judge Purchasing Values.

While the ability of a pound of coal to evaporate water is a good index to its value, it hardly is sufficient as a basis for purchasing. One coal may cost less than another, and yet evaporate as many pounds of water. However, the cheaper coal may be higher in ash content, and the cost to handle and dispose of the greater quantity of ashes might be sufficient to offset the advantage in first cost.

Therefore, knowledge of cost to use the different coals in the boiler room throws additional light on their comparative values, and gives the packer additional information valuable in keeping costs low.

Cost to burn coal usually is figured on a basis of cost to produce 1,000 lbs. of steam. Cost of coal delivered at the plant is used, and to this is added cost of handling in the plant, labor, boiler cleaning, ash handling and such other costs as are influenced by the fuel and its use. Pounds of steam produced is determined, as in the previous test, by measuring the pounds of water pumped into the boiler.

When the packer has determined by tests the coal with which he can produce steam at least cost, he should know whether he can secure this coal regularly in the quantity needed. If he can, then it might be good policy to make a contract for his supply.

Value of Other Fuels.

The question of oil or gas in place of coal is merely one of cost, in most

(Continued on page 19.)



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What must Truck Insulation do for you?

When you buy an insulated truck, you either tell the builder what kind of insulation to use, or you accept his recommendation.

But, primarily, you want the truck insulated for very specific reasons and the insulation must do specific things for you.

How well the job comes up to your expectations depends on two things—what you expect, and what kind of insulation is used.

Truck insulation should be efficient as a heat stop—and permanently so; it should be unaffected by moisture, immune to rot or fungus growths, light and easy to apply, and inexpensive.

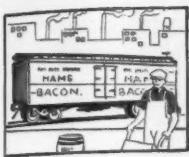
Dry-Zero stands alone in all these qualifications. It is the most efficient commercial insulant known and it has proved its ability to outlast the truck itself. It is "non-hygroscopic" . . .

that is, it does not absorb moisture. It will not rot, absorb or develop odors, or harbor fungus.

Properly applied, it is the lightest insulation available, weighing only 2 oz. per board foot. And in either Blanket or Sealpad form, it is quickly and easily installed. Per inch of thickness, Dry-Zero is not cheap. But measured in efficient service, it is by far the cheapest to be had.

Our Truck Engineering Department will be glad to advise you about your present or prospective trucks. If you have not already secured a copy of our interesting booklet, "Taking Off the Weight That Cuts Down Payload," send for it today. It is free and there is no obligation. Dry-Zero Corporation, Merchandise Mart, Chicago. Canadian Office, 687 Broadview Avenue, Toronto, Ontario.

DRY-ZERO
REG. U.S. PAT. OFF.
THE MOST EFFICIENT TRUCK INSULANT KNOWN



REFRIGERATION and Frozen Foods



SAFETY IN CAR LOADING.

Sheet metal "planks" used in loading and unloading refrigerator cars should always be secured in place, whether or not there is a difference in the levels between the car floor and the loading dock, according to a bulletin issued recently by the National Safety Council. This can be done by the use of drop bolts. On long movable skid boards, handles should be provided so that these "planks" or skids may be moved without the danger of employees' hands being caught under the skids.

REFRIGERATION DATA BOOK.

Refrigerating Data Book, second edition, recently off the press, is one of the most comprehensive and authoritative works of this nature. The publishers, the American Society of Refrigerating Engineers, explain the aim of this book to be: first, complete scientific thoroughness; second, an interesting and practical presentation which can be used to orient any reader to the state of the art in its many ramifications.

In the new edition over half of the thirty chapters are new or wholly rewritten. The air conditioning section of the book is enlarged, and tabular matter on refrigerants includes a number of charts. Complete information on different refrigerants, operating costs of refrigerators and refrigerating machinery, proper temperatures for preservation of perishables, cold practice, air conditioning charts and test data on air cooling, performance data on unit coolers, economical use of insulation, statistics—all these subjects and many more are covered in the 1934-36 book. Engineering data for the technical man is combined with descriptions of new installations and practice, facts needed by the practical man in many branches of refrigeration. The catalog advertising section offers detailed descriptions of machinery and equipment.

Among authors of the new book are A. B. Stickney, engineer with Armour and Company, who wrote the new chapter on brewery refrigeration; W. J. King, General Electric Co., author of a new chapter on heat transfer; Clarence Birdseye, authority on quick freezing; Dr. A. A. Berestneff, new section on theory of the absorption machine; Walter L. Fleisher, air conditioning consultant; Donald B. Brooks, U. S. Bureau of Standards, and forty other experts. New sections include a chapter on refrigerator performance by C. H. Roe, electrical testing laboratories, and one on corrosion by C. F. Holske, American Ice Co. The A.S.R.E. committee responsible for the improved Data Book was composed of A. H. Baer, H. D.

Edwards, Crosby Field, Harry Harrison, L. H. Morse, Glenn Muffly, A. W. Oakley, A. R. Stevenson, Jr., H. M. Williams, Frank Zumbro, and David L. Fiske, editor. Price is \$3.50 per copy in the United States and \$4.00 elsewhere.

REFRIGERATION NOTES.

A cold storage plant recently built at Florala, Ala., was placed in operation November 10, 1934.

The Colquitt Ice Co., Moultrie, Ga., has increased the storage capacity of their plant to 240,000 lbs. of meat.

The Florida West Coast Ice Co., Gainesville, Fla., has opened a modern cold storage plant at 1014 W. Main St. in that city.

Frank Hogmire has purchased the Byron Roberts store building at Breedsville, Mich., and will remodel it into a cold storage plant.

A cold storage plant has been erected in Homerville, Ga., by the C. A. Campbell Ice Co. The new plant has a capacity of 400,000 lbs. of meat.

The Federal Emergency Relief Association recently approved the funds for constructing a refrigeration plant for storing beef at Greensburg, Ky.

Fire recently damaged the building of the Caldwell Ice & Cold Storage Co., Caldwell, Idaho. The insulation of several rooms was badly damaged. David Baird is manager of the plant.

Officers elected at the recent annual convention of the National Association of Practical Refrigerating Engineers held in Springfield, Ill., are as follows: President, J. E. Petermann, Chicago, Ill.; first vice president, John A. Hawkins, San Francisco, Calif.; second vice president, Louis P. Mantz, Pittsburgh, Pa.; secretary, Emerson A. Brandt, Chicago, Ill.; treasurer, George C. Wall, Omaha, Neb.

CUTTING COSTS OF STEAM.

(Continued from page 17.)

instances. Oil and gas have advantages as meat plant boiler fuels which packers might investigate. They produce no ash and cost less to handle in the plant, facts which must be taken into consideration in arriving at cost to produce 1,000 lbs. of steam. Less boiler cleaning is also generally required.

Even though a packer is considering switching from coal to oil or gas, he should know what it is costing him to produce steam with coal, otherwise he has no basis for cost comparisons and, because of this, might easily make an unwise and expensive decision.

THE NATIONAL PROVISIONER survey showed that in 61 meat plants, large and small, with 177 boilers installed having a combined connected horse power of 44,526, gas was being used in nine and oil in one. These figures are not necessarily a measure of the extent to which these two fuels are used in the industry, but they would seem to indicate that coal is the most popular.

Heat Unit Content Determines Value.

In at least three of these plants using gas, considerations other than cost to produce 1,000 lbs. of steam were factors influencing its adoption.

In at least one case a shrewd packer installed equipment for burning gas only after the gas company had made an agreement to the effect that the per unit cost of gas would be no greater than the unit cost to use coal.

In another case a packer thoroughly familiar with his cost to burn coal installed gas only after he had been given a rate per 1,000 cubic feet low enough to justify him to switch to the latter fuel.

Oil usually is sold on a gallon basis and gas on a 1,000 cubic feet basis. How many B.t.u. are in a gallon of the oil or in 1,000 cubic feet of the gas offered? Knowing this, and the number of B.t.u. in a pound of the grade of coal burned, enables a packer to make an estimate of the comparative dollar value of the three fuels. Cost to use them may also be computed roughly without much difficulty.

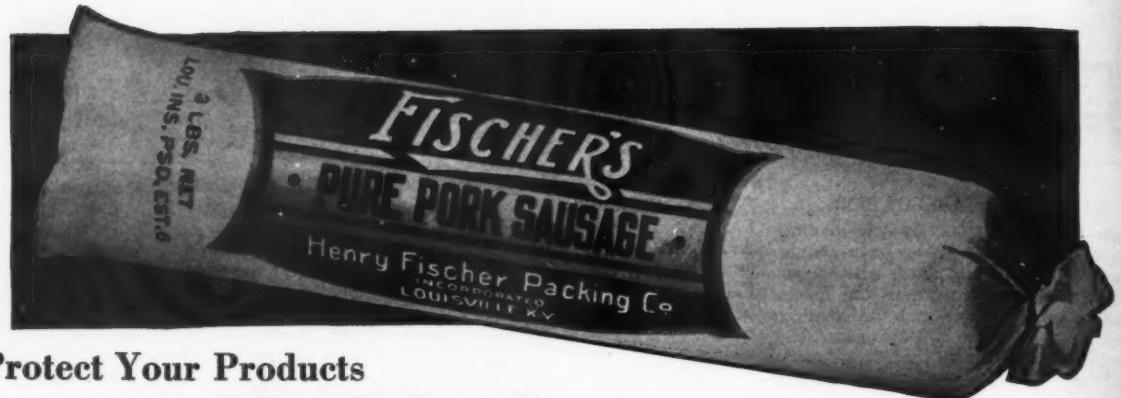
Should Require Daily Reports.

Regardless of the type of fuel used, the packer will find it advantageous to require reports each day of the amount of fuel burned and quantity of water pumped into the boiler (pounds of steam generated). With this information, he is in a position to know at all times what his boiler room is producing and the approximate cost.

These reports (with others which will be mentioned in future articles in this series) are a continual check against waste and loss. They reflect operating conditions and indicate immediately when average efficiency is not being maintained.

And perhaps of equal value, they serve to keep the boiler room operating force on their toes. The mere fact that boiler room production and results are being checked has been sufficient to bring about more careful operation in a number of plants, resulting in higher boiler operating efficiency and correspondingly lower coal and steam costs.

The next article in this series will discuss "Methods for Keeping Coal Handling Costs Low in the Boiler Room."



Protect Your Products

and Your Profits with

BEMIS Parchment-Lined BAGS

BEMIS Parchment-Lined Bags stimulate sales by their cleaner, fresher-looking appearance and reduce packing costs.

No wrinkling. No sweating. Easier to pack because these bags have round bottoms—and there's only one end to close.

On no other type of container will your brand name stand out so effectively.

Write for Free Samples today

ly. This is an important factor in building repeat sales.

Made of sanitary white bleached muslin, lined with genuine vegetable parchment that prevents grease from leaking through to the outside.

In every way, BEMIS Parchment-Lined Bags do their part to help you get a premium price.

Offices:

New York	Indianapolis
Chicago	Louisville
Brooklyn	Houston
Detroit	Denver
Los Angeles	Memphis
St. Louis	Omaha
Boston	Winnipeg
San Francisco	Oklahoma City
Buffalo	Salt Lake City
Minneapolis	Norfolk
New Orleans	Wichita
Kansas City	Peoria
Seattle	Salina, Kans.

202

BEMIS BRO. BAG CO., 420 Poplar Street, St. Louis, Mo.

LARGE PACKER IN NORTHERN INDIANA USES *Diamond Crystal* EXCLUSIVELY

"WE ARE using Diamond Crystal Salt 100% in our plant," says R. G. Denton, General Superintendent of the Major Brothers Packing Company, of Mishawaka, Indiana, the well-known plant in Northern Indiana, "and have used it exclusively for the last fifteen years.

"Diamond Crystal is certainly 'the salt that's all salt,'" Mr. Denton continues. "It always has a uniform quality in solubility, dryness and the other things

essential to salt in meat packing. In fact, we think Diamond Crystal can't be beat."

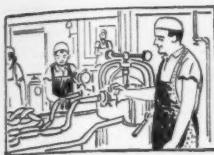
Diamond Crystal Salt's flaky character makes it the preferred salt of meat packers for dry cures. It rubs better and adheres to the meat without popping off. And you'll find it dissolves more readily, penetrates more quickly, and assures a uniform spread. Diamond Crystal Salt Company, (Inc.), 250 Park Avenue, New York, N. Y.



R. G. Denton, General Superintendent of the Major Bros. Packing Company

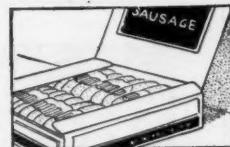
DIAMOND CRYSTAL SALT

UNIFORM IN COLOR... PURITY... DRYNESS... SOLUBILITY... SCREEN ANALYSIS... CHEMICAL ANALYSIS... CHARACTER OF FLAKE



A Page
for the

SAUSAGE Manufacturer



SAUSAGE ADVERTISING.

A series of outstanding advertisements for sausage and ready-to-serve products has been used in the newspapers during the past summer by



SELLING BY SUGGESTION.

Advertisements like this build good will by relieving the housewife of details of meal planning.

COOKING MAY RUIN SAUSAGE.

Pork sausage is such a well known and universally-used product that it is apt to be assumed that all housewives are familiar with its preparation for the table. But, as a matter of fact, instances are known where first-quality sausage was given an undeservedly bad reputation because of improper methods of preparation in the kitchen.

In one case much of the good quality of a product was lost because the chef in one of the better restaurants in Chicago was treating sausage meat to a bath in flour before frying. He thought this was necessary for a firm patty.

A salesman for the packer furnishing the sausage to the restaurant discovered the sausage was being improperly cooked when he dropped into the place for breakfast one morning. He had to conduct a frying demonstration in the kitchen before he could convince the chef that the use of flour was unnecessary.

The incident, related to the owner of the plant manufacturing the particular sausage, caused a radical change in merchandising procedure. If a trained chef did not know how to cook sausage to preserve its tastiness, then there must be many housewives who are unfamiliar with the best and also most

Adolf Gobel, Inc., New York City. (See THE NATIONAL PROVISIONER, July 7, 1934.)

These ads show evidence of much thought and effort to secure reader attention and interest. They are attractively designed and laid out, and in each case the copy has been prepared to create appetite appeal and build consumer demand for Gobel products.

Perhaps the outstanding feature of these advertisements is the comparatively large amount of space given to illustrations, these comprising at least two-thirds of each ad.

Two of this series of advertisements are shown in the accompanying illustration. Features of these ads, in addition to the attractive illustrations, are the firm name in script at the top, and the U. S. government inspection mark, Gobel trademark and Good Housekeeping's seal of approval at the bottom.

In practically every case each ad features only one product, or an unusual and appetizing method of preparing a class of "ready-to-serve" meats or sausage. One advertisement was designed to inform readers of the care used in getting products to retail outlets in good condition. This illustrated a por-

tion of the interior of a refrigerated truck and showed product stored under a cooling coil. This ad was headed, "Gobel's Meats Ride Royally in Refrigerated Trucks."

Gobel's
COLD CUTS IN
SALAD ROLLS

Delightful for picnics and summer sandwiches! Roll each thin-sliced Gobel cold cuts in a crisp lettuce leaf, with wassercress or lettuce hearts, moistened with salad-dressing; fasten with a toothpick. Refreshing—delicious!

Be sure your Cold Cuts are Gobel's—it makes a difference! Gobel's baked ham, hamsteaks, liverwurst, salami, meat-teasing Cold Cuts made of fresh selected meat, with pure seasoning. Their cleanliness is guaranteed.

APPETITE APPEAL.

In this ad tastiness and flavor are inferred rather than stated, but even the most casual reader cannot fail to get the point.

attractive sausage cooking methods.

Accordingly, the container in which this sausage is marketed was redesigned

to provide space for cooking instructions, which are printed on the package in comparatively large type.



A LIBERAL EDUCATION IN QUALITY SAUSAGE.

While displays of equipment and supplies at the annual convention of the Institute of American Meat Packers are designed primarily to show equipment and supplies many of them contain incidental information which enterprising packers and sausage manufacturers can use to advantage in their business.

The exhibit of the Brechten Corp., New York City, was a good example of this type of exhibit. Here were shown a large variety of all kinds of highest quality meats. These were displayed to show varieties of sausage stuffed in the new Brechten casing, but incidentally they also permitted packers to compare the flavor and appearance of their own products with these first grade goods, to note differences in appearance and flavor, and to make mental notes on how the quality of their products might be improved.



Pork Sausage

THESE LITTLE PIGS WENT TO MARKET

The cold chill room made the lean of them stay pink.

The GRIFFITH'S PORK SEASONING made the color hold until Mrs. Smith came to the market to buy sausage for breakfast.

There was a fine "Little Pig Sausage" reception at Smith's breakfast hour.

"CAKES and SAUSAGE" is the standard "National Breakfast"

Choose Seasonings for FLAVOR and EYE APPEAL

Choose Seasonings to HOLD the COLOR

Choose PORK "C" for High Sage Seasoning

Choose PORK "B" for No Sage, Mild Seasoning

Choose PORK "M" for Medium Sage Seasoning.

Order real Pork Sausage Seasoning from GRIFFITHS.

We make only the best seasonings.



The Griffith Laboratories, 1415 W. 37th St., Chicago

WEST CARROLLTON GENUINE VEGETABLE PARCHMENT

The purpose of a perfect meat wrapper is two-fold—to preserve original freshness and flavor—to offer a practical method of keeping unused portions from outside contamination. Only Genuine Vegetable Parchment has all these essential qualities. Odorless and tasteless—grease, dirt, and germ proof—easily unwrapped—insoluble in water—it offers the packer of quality meat products an added sales inducement to discriminating users. Leading packers have long known these advantages and use only the Genuine.

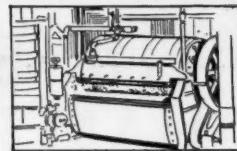
THE WEST CARROLLTON PARCHMENT CO.
WEST CARROLLTON * * * OHIO

Our 38th year serving the food industry

LARD	46.5 - 50.0
BELLIES	1.50 - 1.75
HAMS	20.0 - 22.0
LOINS	1.50 - 1.75
BUTTS	1.50 - 1.75

Provisions and Lard

Weekly Market Review



Trade Active—Market Strong—New Highs Reported—Cash Trade Quiet—Hogs Irregular—Western Run Liberal—Light Weight Hogs the Feature.

Market for hog products the past week, especially lard, continued quite buoyant in an active trade. Prices moved into new high ground for season under commission house absorption—which readily took care of profit taking—and selling from packinghouse quarters. Latter was partly in way of hedging.

An irregular hog market, liberal hog run, and complaints of slow cash trade were ignored, being offset by continuance of a liberal movement of light weight hogs to market, strength in corn, new highs in cotton oil, and further bullish hog reports from Washington.

Hog market backed and filled, the various weights giving the market an irregular appearance. Top hogs were firm at 6.15c Chicago. Average price at Chicago at outset of week was 5.55c, against 5.70c previous week, 3.30c two years ago, and 4.35c three years ago.

Receipts of hogs at western packing points last week were 561,300 head, compared with 566,825 head the previous week and 533,400 head the same week last year.

Hog Situation Reported Bullish.

Average weight of hogs received at Chicago last week was 218 lbs., against 217 lbs. the previous week, 226 lbs. a year ago and 233 lbs. two years ago.

While some western observers contend advance in lard under present conditions is unjustified, speculative buying has been mostly predicated upon a future tightness in supplies rather than conditions as they exist.

The speculative element would seem to be more or less justified by the statement from the U. S. Department of Agriculture that hog numbers in many important hog surplus countries have decreased during 1934 and that a further decrease in some of these countries is probable within six months.

The statement added that "hog slaughter has been reduced markedly in surplus-producing countries, but has increased in deficit countries. Supplies of hogs for commercial slaughter in the United States during the 1934-35 hog marketing year will be smallest in more than 20 years, and hog prices are expected to average materially higher, than low level of last three years."

The marked decrease in domestic hog production was attributed to the unfavorable relationship between hog

and corn prices since the middle of 1933 to the operation of the 1934 corn-hog adjustment program and drought.

Lard Exports Small.

The corn-hog spread did not improve the past week, in fact the situation has become less favorable from a feeding standpoint. Hogs were around a 6c top, while cash corn ranged from 90c to \$1.06 a bushel, according to quality. Even at 90c per bushel, and figuring hogs at 10 bu. to 100 lbs., cost of corn is too high at present hog levels. Hogs should be bringing around 9c.

Lard exports during the week ended November 17 totaled 4,460,000 lbs., compared with 8,952,000 lbs. last year. Lard exports from January 1 to November 17 totaled 411,739,000 lbs., against 506,131,000 lbs. the same time a year ago. Exports of hams and shoulders for the week were 1,558,000 lbs., against 1,330,000 lbs. last year; bacon, 340,000 lbs. against 276,000 lbs.; pickled pork, 417,000 lbs., against 475,000 lbs.

PORK — Demand was fair at New York, and the market was steady. Mess was quoted at \$27.00 per barrel; family, \$23.00 per barrel; fat backs, \$21.25 @ 23.00.

LARD — Market was firm, but demand was routine at New York. Prime western was quoted at 9@9.10c; middle western, 9@9.10c; New York City tiers, 8 1/2@8 1/2c; tubs, 11 1/2@11 1/2c; refined continent, 9 1/2@9 1/2c; South America, 9 1/2@9 1/2c; Brazil kegs, 9 1/2@9 1/2c; compound, car lots, 11 1/2c; smaller lots, 12c; domestic compound, 1/2c more. All these prices are export, no tax.

At Chicago, regular lard in round lots was quoted at December price; loose lard, 12 1/2c under December; leaf lard, 12 1/2c under December.

(See page 33 for later markets.)

BEEF—Demand was fair and market firmer at New York. Mess was nominal; packer, nominal; family, \$19.00@20.00 per barrel; extra India mess, nominal.

Hog Cut-Out Values Are Lower

Lowest fresh pork prices since last July and little change in the price of well-finished hogs resulted in less satisfactory cut-out values during the three-day period of the current week than those of the previous period. Liberal supplies of hogs coming at a time when poultry is having a marked influence on the market for fresh meats resulted in a good deal of weakness in loins, fresh shoulders and butts particularly.

The character of the hog run at Chicago showed little change from that of a week earlier, bulk of the receipts falling between the 170- and 230-lb. range. Large numbers of pigs were included, which would seem to spell shorter runs later on. The sacrifice of these pigs weighing under 100 lbs. is attributed to the shortage of corn, although some trade observers are of the

opinion that they could be fed dollar corn and still pay out a few months hence.

Receipts at the seven principal markets for the three-day period totaled 286,500 head against 261,100 the first half of last week and 239,600 a year ago.

Top for the week at Chicago at \$6.15 was made on Wednesday with the low top of \$6.00 on Monday. Considerable spread is apparent in the selling price of light weight hogs, making the average for Monday and Tuesday \$5.55 and for the closing day of the period, \$5.65.

The following test is worked out on the basis of live hog costs and green product prices at Chicago for the period as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE, average costs and credits being used.

	160 to 180 lbs.	180 to 220 lbs.	225 to 250 lbs.	275 to 300 lbs.
Regular hams	\$1.84	\$1.92	\$1.94	\$1.96
Picnies .....	.43	.42	.40	.37
Boston butts .....	.37	.37	.37	.37
Pork loins	1.04	.92	.86	.81
Bellies, light	1.80	1.80	1.35	.41
Bellies, heavy .....	...	...	.48	1.30
Fat backs .....	...	...	.33	.62
Plates and jowls .....	.17	.22	.22	.20
Raw leaf .....	.22	.22	.22	.22
P. S. lard, rend. wt.	1.35	1.47	1.35	1.23
Spareribs .....	.11	.11	.11	.11
Regular trimmings .....	.19	.19	.17	.17
Feet, tall, neckbones .....	.06	.06	.06	.06
Total cutting value per 100 lbs. live wt.....	\$7.58	\$7.70	\$7.86	\$7.92
Total cutting yield.....	68.00%	69.00%	70.50%	71.50%
Crediting edible and inedible offal values to the above totals and deducting from these amounts the cost of well finished live hogs of the weights shown, plus all expenses including the processing tax of \$2.25 per cwt., the following results are secured:				
Loss per cwt.	\$.22	\$.49	\$.49	\$.52
Loss per hog	\$.37	\$.98	\$ 1.15	\$ 1.43

Crediting edible and inedible offal values to the above totals and deducting from these amounts the cost of well finished live hogs of the weights shown, plus all expenses including the processing tax of \$2.25 per cwt., the following results are secured:

THE BEST OF HAM BOILERS

and the best of boiled hams go hand in hand



When you find superior quality boiled hams with fine flavor and appetizing appearance, undoubtedly you'll learn that they were produced in ADELMANN Ham Boilers!

The reason is, only ADELMANN offers the combined advantages of self-sealing, non-tilting cover, and elliptical yielding springs with their wide variable pressure. Hams cook in their own juice, shrink is definitely reduced, flavor and quality are greatly improved. Operating and maintenance costs are minimized. Hams produced with ADELMANN Ham Boilers really sell!

ADELMANN Ham Boilers are made of Nirosta Metal, Monel Metal, Cast Aluminum and Tinned Steel—the most complete line available. Liberal trade-in schedules permit worn or obsolete retainers to pay a substantial part of the cost of equipping with new ADELMANN Ham Boilers—“The Kind Your Ham Makers Prefer.”

Write!

HAM BOILER CORPORATION

Office and Factory, Port Chester, N. Y.

Chicago Office: 332 S. Michigan Ave.

European Representatives: R. W. Bolians & Co., 6 Stanley St., Liverpool & 12 Bow Lane, London—Australian and New Zealand Representatives: Gollin & Co., Pty. Ltd., Offices in Principal Cities—Canadian Representative: C. A. Pemberton & Co., Ltd., 189 Church St., Toronto



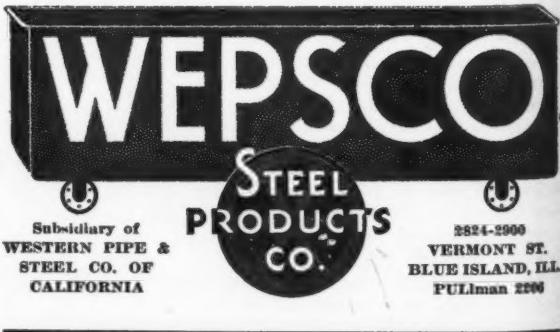
STEEL EQUIPMENT for packing plants

The WEPSICO Line of steel equipment for the packing plant is complete. It includes curing tanks, belly boxes and all types of trucks. In addition, WEPSICO is in a position to furnish steel equipment built to your specifications, at prices that compare favorably with quantity production prices.

The WEPSICO organization is ready to serve you in exact accord with your requirements. *Think of WEPSICO when you need equipment!*

PANS

WEPSICO specializes in the production of all kinds of packing plant pans, perforated or plain. Send your drawing for prices.



CUBA FAVORS AMERICAN LARD.

Something over 10 million pounds more lard was imported by Cuba in the seven months, January to September, 1934, than in the like period of 1933. The 1934 import totaled 18,710,000 lbs. against 8,488,000 lbs. a year earlier. Practically all of this lard is shipped from the United States.

Prior to September 3, 1934, American lard entering Cuba was paying an aggregate charge, consisting of duty, surtax, consumption tax, and other items, of 10.88c per pound. Following the trade agreement effective on that date, the charges were reduced to a total of 3.55c per pound. The duty now standing at 2.27c per pound is to be further reduced to 1.85c per pound on September 3, 1935, and to 1.45c per pound on September 3, 1936. It is provided also that the present consumption tax of 0.91c per pound shall be removed by the 1936 date and that on the same date the present consular invoice tax of 0.34c per pound shall be reduced by 60 per cent.

BRITISH IMPORTS DECREASE.

A decrease in the British bacon imports of approximately 12½ per cent is anticipated during 1935, the basis used being the August to December, 1934, import. Some special consideration is expected in the American quota because of the ham situation. The extra 5 per cent tolerance which has been in effect probably will be reduced and frequent revision of shipments is anticipated. The extra ham quota granted to the United States, Poland and Argentina this past summer will not be considered in figuring the 1935 quota.

NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York for week ended Nov. 24, 1934, with comparisons:

	Week ended Nov. 24.	Prev. week.	Cor. week. 1933.
West. drsd. meats:			
Steers, carcasses..	8,235	10,732	8,809
Cows, carcasses..	900	1,551	710
Bulls, carcasses..	233	283	239
Veals, carcasses..	12,992	16,694	13,429
Lambs, carcasses..	35,051	42,683	35,103
Mutton, carcasses..	1,033	1,679	1,424
Beef cuts, lbs..	546,175	477,742	624,040
Pork cuts, lbs..	1,471,343	2,093,929	2,386,903
Local slaughters:			
Cattle	8,986	9,854	8,838
Calves	13,537	15,160	12,107
Hogs	55,849	50,610	51,417
Sheep	62,784	73,646	60,340

PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended Nov. 24, 1934:

	Week ended Nov. 24.	Prev. week.	Cor. week. 1933.
West. drsd. meats:			
Steers, carcasses	2,421	2,807	2,575
Cows, carcasses	1,418	1,268	1,232
Bulls, carcasses	322	395	263
Lambs, carcasses	2,387	2,089	2,126
Veals, carcasses	12,424	14,650	13,363
Mutton, carcasses	356	517	948
Pork, lbs.	534,982	340,859	502,120
Local slaughters:			
Cattle	2,735	3,208	1,944
Calves	3,943	2,945	2,472
Hogs	18,221	21,141	16,609
Sheep	7,887	5,388	7,433

Week ending December 1, 1934

CHICAGO PROVISION MARKETS

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

FUTURE PRICES.

SATURDAY, NOVEMBER 24, 1934.

Open. High. Low. Close.

LARD—

Nov.	10.30	10.40	10.30	10.37 1/2b
Dec.	10.40	10.52 1/2	10.40	10.52 1/2
Jan.	10.40	10.77 1/2	10.77 1/2	10.90b
May ...	10.80-77 1/2	10.90	10.77 1/2	11.00b
July ....	....	....	....	11.00b

Nov.	10.30	10.40	10.30	10.37 1/2b
Dec.	10.40	10.52 1/2	10.40	10.52 1/2
Jan.	10.40	10.77 1/2	10.77 1/2	10.90b
May ...	10.80-77 1/2	10.90	10.77 1/2	11.00b
July ....	....	....	....	11.00b

Nov.	10.30	10.40	10.30	10.37 1/2b
Dec.	10.40	10.52 1/2	10.40	10.52 1/2
Jan.	10.40	10.77 1/2	10.77 1/2	10.90b
May ...	10.80-77 1/2	10.90	10.77 1/2	11.00b
July ....	....	....	....	11.00b

Nov.	10.30	10.40	10.30	10.37 1/2b
Dec.	10.40	10.52 1/2	10.40	10.52 1/2
Jan.	10.40	10.77 1/2	10.77 1/2	10.90b
May ...	10.80-77 1/2	10.90	10.77 1/2	11.00b
July ....	....	....	....	11.00b

Nov.	10.30	10.40	10.30	10.37 1/2b
Dec.	10.40	10.52 1/2	10.40	10.52 1/2
Jan.	10.40	10.77 1/2	10.77 1/2	10.90b
May ...	10.80-77 1/2	10.90	10.77 1/2	11.00b
July ....	....	....	....	11.00b

Nov.	10.30	10.40	10.30	10.37 1/2b
Dec.	10.40	10.52 1/2	10.40	10.52 1/2
Jan.	10.40	10.77 1/2	10.77 1/2	10.90b
May ...	10.80-77 1/2	10.90	10.77 1/2	11.00b
July ....	....	....	....	11.00b

Nov.	10.30	10.40	10.30	10.37 1/2b
Dec.	10.40	10.52 1/2	10.40	10.52 1/2
Jan.	10.40	10.77 1/2	10.77 1/2	10.90b
May ...	10.80-77 1/2	10.90	10.77 1/2	11.00b
July ....	....	....	....	11.00b

Nov.	10.30	10.40	10.30	10.37 1/2b
Dec.	10.40	10.52 1/2	10.40	10.52 1/2
Jan.	10.40	10.77 1/2	10.77 1/2	10.90b
May ...	10.80-77 1/2	10.90	10.77 1/2	11.00b
July ....	....	....	....	11.00b

Nov.	10.30	10.40	10.30	10.37 1/2b
Dec.	10.40	10.52 1/2	10.40	10.52 1/2
Jan.	10.40	10.77 1/2	10.77 1/2	10.90b
May ...	10.80-77 1/2	10.90	10.77 1/2	11.00b
July ....	....	....	....	11.00b

Nov.	10.30	10.40	10.30	10.37 1/2b
Dec.	10.40	10.52 1/2	10.40	10.52 1/2
Jan.	10.40	10.77 1/2	10.77 1/2	10.90b
May ...	10.80-77 1/2	10.90	10.77 1/2	11.00b
July ....	....	....	....	11.00b

Nov.	10.30	10.40	10.30	10.37 1/2b
Dec.	10.40	10.52 1/2	10.40	10.52 1/2
Jan.	10.40	10.77 1/2	10.77 1/2	10.90b
May ...	10.80-77 1/2	10.90	10.77 1/2	11.00b
July ....	....	....	....	11.00b

Nov.	10.30	10.40	10.30	10.37 1/2b
Dec.	10.40	10.52 1/2	10.40	10.52 1/2
Jan.	10.40	10.77 1/2	10.77 1/2	10.90b
May ...	10.80-77 1/2	10.90	10.77 1/2	11.00b
July ....	....	....	....	11.00b

Nov.	10.30	10.40	10.30	10.37 1/2b
Dec.	10.40	10.52 1/2	10.40	10.52 1/2
Jan.	10.40	10.77 1/2	10.77 1/2	10.90b
May ...	10.80-77 1/2	10.90	10.77 1/2	11.00b
July ....	....	....	....	11.00b

Nov.	10.30	10.40	10.30	10.37 1/2b
Dec.	10.40	10.52 1/2	10.40	10.52 1/2
Jan.	10.40	10.77 1/2	10.77 1/2	10.90b
May ...	10.80-77 1/2	10.90	10.77 1/2	11.00b
July ....	....	....	....	11.00b

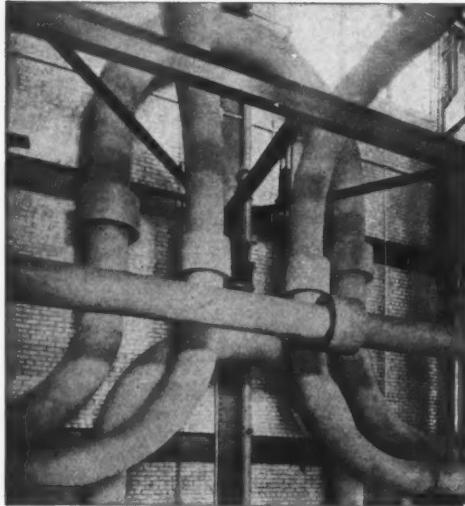
Nov.	10.30	10.40	10.30	10.37 1/2b
Dec.	10.40	10.52 1/2	10.40	10.52 1/2
Jan.	10.40	10.77 1/2	10.77 1/2	10.90b
May ...	10.80-77 1/2	10.90	10.77 1/2	11.00b
July ....	....	....	....	11.00b

Nov.	10.30	10.40	10.30	10.37 1/2b
Dec.	10.40	10.52 1/2	10.40	10.52 1/2
Jan.	10.40	10.77 1/2	10.77 1/2	10.90b
May ...	10.80-77 1/2	10.90	10.77 1/2	11.00b
July	11.00b

Nov.	10.30	10.40	10.30	10.37 1/2b

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If you want a better installation specify . . .



PITTSBURGH PIPING!

Twenty-eight years experience in manufacturing and installing piping materials for electric power stations and industrial plants of all kinds, has made Pittsburgh Piping & Equipment Co. the choice of executives when new piping systems are to be built.

Because Pittsburgh Piping builds strength, dependability and correct design into every piping job, complete satisfaction and economical operation is assured.

PITTSBURGH PIPING & EQUIPMENT CO. 43rd STREET AND A. V. R. R., PITTSBURGH, PA.

* Branch Offices in Principal Cities

FIFTH PACKAGING EXPOSITION.

The fifth packaging exposition will be held at the Palmer House, Chicago, from March 5 to 8, 1935, inclusive, it has been announced by Alvin E. Dodd, executive vice-president of the American Management Association, sponsoring organization for the exposition. Special emphasis will be placed on the technical aspects of packaging. Concurrent with the exposition there will also be held the American Management Association's consumer marketing conference, together with the conferences and clinics on packaging, packing and shipping.

The Packaging Exposition will present the equipment, machinery, materials, supplies and services involved in the chief phases of packaging, packing and shipping. An attendance upwards of 7,500 package users, business executives, merchandising experts and production men is anticipated at the show, using the attendance records at the past four expositions as basis for judgment.

The Fourth Irwin D. Wolf Award Competition will be held in conjunction with the exposition. In addition, the American Management Association announces that plans now are in formulation for a series of new awards in packaging, packing and shipping. Announcement of complete details in connection with these awards will be made in the near future.

OCTOBER ACCIDENT RECORD.

Twenty member companies of the Institute of American Meat Packers operated during October without a lost-time accident and either retained or received Institute safety award pennants. These were:

Burns & Co., Ltd., Regina, Sask., Can.; Denholm Pkg. Co., Pittsburgh, Pa.; Elliott & Co., Duluth, Minn.; Field Pkg. Co., Bowling Green, Ky.; Field Pkg. Co., Owensboro, Ky.; Adolf Gobel, Inc., Boston, Mass.; Adolf Gobel, Inc., C. Lehmann Pkg. Co., Brooklyn, N. Y.; Edward Hahn, Johnstown, Pa.; The Hull & Dillon Pkg. Co., Pittsburgh, Kan.; Hygrade Food Products Corp.; Klinck Division, Buffalo, N. Y.; Illinois Meat Co., Chicago, Ill.; Harry Manaster & Bro., Chicago, Ill.; Harry Manaster & Bro., M. D. Singer & Co., Chicago, Ill.; Oscar Mayer & Co., Chicago, Ill.; E. W. Penley, Auburn, Me.; Reynolds Pkg. Co., Union City, Tenn.; Swift & Co., Denver, Colo.; Swift & Co., Harrisburg, Pa.; Swift Canadian Co., Ltd., Toronto, Ont., Can.; F. L. Winner Pkg. Plant, Lock Haven, Pa.

MARGARINE TONNAGE TAXED.

Oleomargarine on which tax was paid during October, as indicated by the monthly sale of internal revenue stamps, was as follows:

	Oct., 1934.	Oct., 1933.
	Lbs.	Lbs.
Oleomargarine, colored	45,434	39,784
Oleomargarine, uncolored	20,376,004	22,377,392

CANADIAN LIVESTOCK PRICES.

Leading Canadian centers, top livestock price summary, week Nov. 22:

BUTCHER STEERS.

	Up to 1,050 lbs.	Week ended Nov. 22.	Prev. week.	Sams week, 1933.
Toronto	\$ 5.00	\$ 5.25	\$ 5.10	
Montreal	5.50	4.50	4.50	
Winnipeg	4.50	4.25	4.25	
Calgary	3.85	3.25	3.25	
Edmonton	3.50	3.50	3.75	
Prince Albert	2.25	2.25	2.50	
Moose Jaw	3.25	3.25	3.50	
Saskatoon	2.60	2.60	4.10	

VEAL CALVES.

	Toronto	Montreal	Winnipeg	Calgary	Edmonton	Prince Albert	Moose Jaw	Saskatoon
	\$ 7.00							
		7.50						
			5.50					
				3.25				
					3.50			
						2.50		
							3.50	
								3.00

SELECT BACON HOGS.

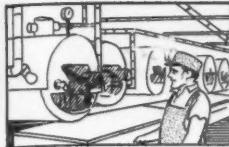
	Toronto	Montreal	Winnipeg	Calgary	Edmonton	Prince Albert	Moose Jaw	Saskatoon
	\$ 8.65							
		8.50						
			5.50					
				3.25				
					3.50			
						2.50		
							3.50	
								3.00

GOOD LAMBS.

	Toronto	Montreal	Winnipeg	Calgary	Edmonton	Prince Albert	Moose Jaw	Saskatoon
	\$ 7.35							
		6.50						
			6.50					
				5.00				
					5.00			
						4.50		
							4.25	
								3.75

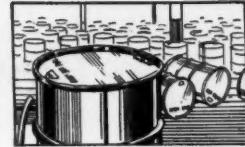
WATCH YOUR GREASE TANK.

Does your grease tank get items from your offal floor that should go to the lard tank? Give your foreman a copy of "PORK PACKING," The National Provisioner's latest book.



Tallows and Greases

Weekly Market Review



TALLOW—Tallow market at New York the past week was one of moderate trade, but steady prices. It was estimated that around 750,000 lbs. changed hands at 4½¢ f.o.b. for extra, or unchanged from previous levels. Demand was not aggressive, but offerings were not free. Both sides appeared willing to trade in a fair way at the ruling level. Talk of fat and grease imports continued and was somewhat of a check to rising prices, but there did not appear to be any pressure of foreign or domestic tallow on this market.

Reports from larger soapers indicated that business in finished product was very satisfactory. On the other hand, soapers are believed to be fairly well bought ahead, and inclined to watch the tallow market. The decided strength in corn came in for some consideration. It was feared feeding costs are becoming such that liquidation of livestock may result in some parts of the country.

At New York, special was quoted at 4½¢; extra, 4½¢ f.o.b.; edible, 6½@ 6½¢ f.o.b.

At Chicago, a quiet market prevailed in tallow, with demand limited. Offerings were rather firmly held at steady prices. Edible was quoted at 6¾¢; fancy, 5½¢; prime packer, 5½@5¾¢; special, 4¾¢; No. 1, 4½@4¾¢.

There was no London tallow auction this week. At Liverpool, Argentine beef tallow was unchanged, with November shipment quoted at 22s. Australian tallow at Liverpool, November shipment, was unchanged at 22s 3d.

STEARINE—Market at New York was rather quiet and steady at 8½¢ for oleo. At Chicago, market was quiet but very steady. Oleo was quoted at 8½¢.

OLEO OIL—Conditions continued more or less routine. A fair trade appeared to be under way at New York, where extra was quoted at 9%@10%¢; prime, 9%@10%¢; lower grades 9¢.

At Chicago, market was quiet but steady. Extra was quoted at 10¢.

LARD OIL—Routine conditions prevailed but the tone was steady at New York. No. 1 was quoted at 7¾¢; No. 2, 7½¢; extra, 8½¢; extra No. 1, 8¼¢; prime, 13½¢; winter strained, 8¾¢.

NEATSFOOT OIL—Trade was moderate and prices steady. At New York, extra was quoted at 8½¢; No. 1, 8¼¢; pure, 12¢; cold pressed, 16½¢.

(See page 33 for later markets.)

GREASES—A rather quiet and steady market appeared the rule in greases at New York the past week. In some directions offerings appeared to be slightly larger than of late, but these sellers generally maintained their

prices. A moderate scattered business appeared to be passing at unchanged prices, with both sides awaiting developments.

Tallow situation was without change. Talk of importations continued, but there was no evidence of any pressure of foreign supplies. Soapers reported a satisfactory trade in finished products, but appeared to have taken care of their immediate requirements. There does not appear to be any burdensome unsold stocks hanging over the market at the moment.

At New York, yellow and house were quoted at 4½@4¾¢; A white, 4¾@4¾¢; B white, 4½@4¾¢; choice white, 5½¢ nominal.

At Chicago, trade in greases was quiet and demand limited, but there were scattered inquiries for choice white and yellow offerings. At Chicago, brown was quoted at 4¢; yellow, 4¾¢; B white, 4¾¢; A white, 5¢; choice white, all hog, 5½¢.

By-Products Markets

Chicago, Nov. 29, 1934.

Blood.

Unground dried blood quoted at \$2.90 @3.00 nominal per unit of ammonia.

	Unit Ammonia.
Ground	\$3.00@3.10
Unground	2.90@3.00

Digester Feed Tankage Materials.

Demand appears a little better. Producers' ideas about \$2.35.

	Unit Ammonia.
Unground, 10 to 12% ammonia	\$2.25@2.35 & 10c
Unground, 8 to 10%	2.20@2.30 & 10c
Liquid stick	@2.00

Dry Rendered Tankage.

Buying demand steady; market stronger.

	per unit protein
Hard pressed and exp. unground per ton	\$.50@ .52½
Soft prsd. pork, ac. grease & quality, ton	@4.00
Soft prsd. beef, ac. grease & quality, ton	@35.00

Packinghouse Feeds.

Situation unchanged; prices steady with last week.

	Carlots.
Digester tankage meat meal, 60%	\$ @40.00
Meat and bone scraps, 50%	35.00@40.00
Steam bone meal, 65%, special feeding, per ton	@ 25.00
Raw bone meal for feeding	@ 30.00

Fertilizer Materials.

Producers asking \$2.00@2.25 & 10c Chicago, steady with last week.

	High grd. tankage, ground, 10@12% am.	\$2.00@2.25 & 10c
Bone tankage, ungrd., low gd., per ton	@13.00	@13.00
Hoof meal	2.40@ 2.50	2.40@ 2.50

Bone Meals (Fertilizer Grades).

Prices about steady with last week.

	Steam, ground, 3 & 50	@ \$17.00
Steam, unground, 3 & 50	@ 15.00	@ 15.00

Horns, Bones and Hoofs.

Little change; prices largely nominal.

	Horns, according to grade	\$55.00@85.00
Mfg. shin bones	55.00@85.00	55.00@85.00
Cattle hoofs	20.00@22.00	20.00@22.00
Junk bones	12.00@14.00	12.00@14.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Gelatine and Glue Stocks.

Jaws, skulls and knuckles are nominally \$16.00@16.50.

	Per ton.
Kip stock	\$ @ 9.00
Calf stock	@ 18.00
Sinewa, plainer	@ 10.00
Horn pits	@ 18.00
Cattle jaws, skulls and knuckles	16.00@16.50
Hide trimmings (new style)	@ 8.00
Hide trimmings (old style)	@ 10.00
Plg skin scrapes and trim, per lb.	5@ 5½¢

Animal Hair.

Market continues dull; little trading.

	Summer coil and field dried	5@ 3½¢
Winter coil dried	1 @ 1½¢	1 @ 1½¢
Processed, black, winter, per lb.	5 @ 6½¢	5 @ 6½¢
Processed, grey, winter, per lb.	5 @ 5½¢	5 @ 5½¢
Cattle switches, each*	1½@ 2¢	1½@ 2¢

*According to count.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Nov. 28, 1934.

Trading is at a standstill as far as tankage and blood are concerned and present quotations are nominal.

South American ground tankage is offered for December-January shipment at \$2.75 and 10c, c.i.f. Atlantic coast ports.

South American ground dried blood is offered at \$2.85, c.i.f. Atlantic and Gulf ports for December shipment from South America.

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammonium.

	Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports:
December, 1934, to June, 1935, inclusive	@24.00

	Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York
--	--

Blood, dried, 16% per unit	@nom.
----------------------------------	-------

Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory	@ 2.60
---	--------

Fish meal, foreign, 11½% ammonia, 10% B. P. L., c.i.f.	@33.00
---	--------

Fish scrap, acidulated, 6% ammonia, 3% A.P.A. f.o.b. fish factories	2.00 & 50c
---	------------

Soda nitrate, per net ton; bulk. Dec. to June, 1935, inclusive	@23.50
--	--------

in 200-lb. bags	@24.80
-----------------------	--------

in 100-lb. bags	@25.50
-----------------------	--------

Tankage, ground, 10% ammonia, 15% B. P. L. bulk	2.40 & 10c
---	------------

Tankage, unground, 9@10% ammonia, 15% B. P. L. bulk	2.10 & 10c
---	------------

Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	@23.50
---	--------

Bone meal, raw, 4½ and 50 bags, per ton, c.i.f.	@25.00
--	--------

Superphosphate, bulk, f.o.b. Baltimore, per ton, 10% flat	@ 8.50
---	--------

Potash Salt.

Manure salt, 30% bulk, per ton....	@12.90
------------------------------------	--------

Kainit, 14% bulk, per ton.....	@ 8.50
--------------------------------	--------

Muriate in bulk, per ton, 40c unit K ₂ O	@35.00
---	--------

Sulphate in bags, per ton	@35.00
---------------------------------	--------

Shipment Dec., '34, to April, '35	@35.00
---	--------

Dry Rendered Tankage.

50% unground	@42½¢
--------------------	-------

60% ground	@52½¢
------------------	-------

PERHAPS YOUR LINE NEEDS TO AWAKEN INTEREST AND INCREASE

The Visking Representative can suggest many new items that can PROFITABLY be added to YOUR line.

When the trade takes your line "for granted"—when salesmen haven't something "new" to talk about—volume reaches a dead level or goes down. It pays to enliven your whole line with a new specialty to attract attention, stir up new interest, create sales you might otherwise miss.

With due consideration for your dealers, your consumers and your own manufacturing problems, the Visking Representative can suggest new products that you can merchandise successfully. It's worth spending 10 minutes with him to ask for his suggestions. Try it when he comes around again and see if you don't profit by his recommendations!

Over 70 patents issued by the United States and Foreign countries are owned by The Visking Corporation with many more pending. Purchasers of Viskings are licensed by The Visking Corporation to practice some of their patented processes during the preparation of food products when packaged in Viskings. However, licenses do not extend to the use of these patented processes in the preparation of products not to be packaged in Viskings.

Profit by all these applications of "VIISKINGS"

Skinless Frankfurters	Corned Beef Sausage
Liver Sausage	Spinach Loaf
Jellied Tongue Loaf	Canadian Bacon
Chicken Loaf	Thuringer
Loaves with Back Fat Lining	Chili
Cervelat	Cottage Butts
Pork Sausage "PATETTES"	Smoked Pork Sausage
Souse	Salami

"The Visking Formula Service" describes these and many more sausage items. Send for it without charge.

THE
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SEE A NEW SPECIALTY INCREASE POUNDAGE!



Reg. U. S. Pat. Off.

"VIISKING" is the registered trade-mark
of The Visking Corporation to designate
its cellulose sausage casings and tubing.

VIISKING CORPORATION

6733 WEST SIXTY-FIFTH STREET • CHICAGO, ILLINOIS

Week ending December 1, 1934

Page 29

GERMAN FAT SUPPLY LOW.

Unless present German regulations applying to lard, oleomargarine and butter are modified, there seems little doubt of a fat shortage in Germany in 1934-35, according to the Berlin office of the U. S. Foreign Agricultural Service. Fat supplies are low, the 1934 estimate placing the supply at 20 per cent under the average and at 10 per cent under that of 1932.

Under present conditions, lard supplies are being reduced sharply by cutting down imports, largely from the United States, from 82,000 short tons in 1933 to about 44,000 short tons for 1934. The domestic production of margarine is limited by law to about 397,000 short tons against 419,000 short tons in 1933 and the 1928-1932 average of 550,000 short tons. Butter supplies for all of 1934 promise to be 15 per cent below those in 1933 as a result of drought and the limiting of imports to 60,600 short tons.

Reports that stocks of lard and other fats are far below normal tend to confirm other indications of impending shortage, but it is probable that the true position will appear only with the seasonally increased fats consumption of the winter months. The expected increase in livestock slaughter will tend to help the fats situation somewhat this winter, but any likely increase from this source will cover only a fraction of the indicated deficit.

Germany presumably plans to allot 12,000,000 to 15,000,000 marks (\$4,863,000 to \$6,079,000) for foreign lard for 1934. It may be necessary, however, to increase such expenditure by a substantial amount. On the other hand, before a serious fat shortage is allowed to develop (assuming that foreign exchange to prevent it is available), a logical step would appear to be the relaxation of margarine production control. Such a move also would increase available feed in the form of oil cake. That step may be foreshadowed by the officially announced intention of importing oil-bearing materials on a compensatory basis.

For a long term of years, Germany has secured about 75 per cent of her lard imports from the United States. Beginning July 1, 1934, foreign exchange was so allotted as virtually to suspend the purchase of American lard. It is unlikely, however, that the American product can be replaced completely by other foreign lard. Denmark and Netherlands are the next most important sources of imported lard, but those countries appear to be shipping about all the surplus lard their reduced hog numbers will permit. Sweden, Hungary, and Argentina regularly export some lard to Germany as do a few other countries, but the quantities are not large and do not appear to be capable of rapid expansion. Hungary's 1934 quota of 3,300 short tons is considerably above her total exports of any recent year, but it is equivalent

to only about two weeks' normal exports to Germany from the United States.

CHEMIST TO BUILD OIL PLANT.

Rozier D. Oilar, well-known oil chemist, left Chicago this week on his way to South America, where he will spend the coming year supervising the building of a cottonseed oil refinery. The plant will be the first of its kind to be erected in the particular country of destination. He states that complete seed crushing plant and refinery for the manufacture of shortening, salad oil and soaps, with stockfeed made from the residue, are included in the plans.

Mr. Oilar made his first trip south of the equator twelve years ago, going to Venezuela to establish a similar plant. Since that time he has established oil plants in eight foreign ports, including one in Colombia and a salad oil manufacturing plant in Peru.

OCT. MARGARINE PRODUCTION.

Margarine production in October, 1934, showed an increase of 17.9 per cent from the production of the same month a year earlier, according to figures reported by margarine manufacturers to the U. S. Bureau of Internal Revenue, as follows:

	Oct., 1934. lbs.	Oct., 1933. lbs.
Production of uncolored margarine	26,376,004	22,377,892
Production of colored margarine	45,434	39,784
Total production	26,421,438	22,417,176
Per cent increase	17.9 per cent	

FOOD FATS DECLINE IN PRICE.

A picture of the decline in the price level of the principal food fats during the past eight years, and of the relationship of the various prices, is shown in the following table compiled by the National Cottonseed Products Association from official sources:

Ref. oil p. a. N. Y.	Vegetable shortening (cs., Chicago)		Margarine wholesale Chicago	Butter New York	Score
	Refined	Lard ice, Chicago			
1933	4.5	6.9	6.4	8.7	21.7
1932	3.8	6.4	6.2	9.7	21.0
1931	6.1	8.8	9.5	13.3	28.3
1930	8.2	10.9	10.9	21.8	36.5
1929	9.7	11.7	11.9	23.5	45.0
1928	9.9	12.2	12.2	22.5	47.4
1927	9.7	11.3	12.8	22.3	47.3
1926	11.8	13.3	14.5	22.8	44.4

BEST FOODS ELECTS JAY GOULD.

Jay Gould, vice-president and general manager of Best Foods, Inc., was elected president of the company recently, succeeding Randolph Catlin, resigned. Mr. Gould continues as a director of the organization and as its general manager. In recent years he has spent much time in popularizing salad dressings made of domestic oils, also in the perfection of an oleomargarine made wholly of American vegetable oils.

COTTON OIL TRADING.

COTTONSEED OIL — Demand was fair at New York, and prices were firm with futures. Crude oil was 8½¢ sales and bid in all sections.

Market transactions at New York:

Friday, November 23, 1934.

	Range	Closing			
	Sales.	High.	Low.	Bid.	Asked.
Spot				a	
Nov.				930	a Bid
Dec.	15	946	946	940	a 950
Jan.	3	943	940	940	a 942
Feb.				940	a 950
Mar.	30	953	945	947	a 950
Apr.				950	a 960
May	3	963	961	960	a 964
June				963	a 973

Sales, 50 contracts; crudes, 8½¢ bid.

Saturday, November 24, 1934.

	Range	Closing			
	Sales.	High.	Low.	Bid.	Asked.
Spot				a	
Nov.				930	a Bid
Dec.				950	a 955
Jan.				946	a 950
Feb.				948	a 958
Mar.	7	951	948	953	a 955
Apr.				955	a 965
May	9	969	963	969	a trad
June				970	a 980

Sales, 16 contracts; crudes, 8½@ 8¾¢.

Monday, November 26, 1934.

	Range	Closing			
	Sales.	High.	Low.	Bid.	Asked.
Spot				a	
Nov.				940	a Bid
Dec.	2	955	950	950	a trad
Jan.	9	950	950	947	a 950
Feb.				948	a 958
Mar.	11	958	955	955	a 956
Apr.				957	a 967
May	16	970	967	967	a 968
June				970	a 980

Sales, 38 contracts; crudes, 8½@ 8¾¢.

Tuesday, November 27, 1934.

	Range	Closing			
	Sales.	High.	Low.	Bid.	Asked.
Spot				a	
Dec.	6	958	950	950	a 955
Jan.	9	960	948	960	a 964
Feb.				962	a 972
Mar.	46	969	957	968	a trad
Apr.				970	a 980
May	45	985	970	983	a 984
June				983	a 993
July	9	994	984	994	a 997

Sales, 115 contracts; crudes, 8½¢ sales and bid.

Wednesday, November 28, 1934.

	Range	Closing			
	Sales.	High.	Low.	Bid.	Asked.
Spot				a	
Dec.	1	966	966	966	a trad
Jan.	7	981	968	975	a 978
Feb.				978	a 988
Mar.	48	985	976	981	a 983
Apr.				982	a 992
May	38	1000	990	996	a trad
June				997	a 1007
July	14	1009	1000	1006	a trad

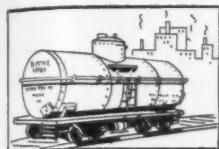
Sales, 109 contracts; crudes, 8½¢ bid.

Thursday, November 29, 1934.

HOLIDAY—No market.

(See page 33 for later markets.)

See the Classified Pages for bargains in equipment.



Vegetable Oils

Weekly Market Review



Trade Large—Market Strong—New Season's Tops Reached—Crude at New Highs—Speculative Buying a Feature in Futures—Cash Trade More Routine—Lard Strong—Oil Imports Attracting More Attention.

A decidedly active and strong market ruled cottonseed oil futures the past week. Absorption was persistent enough to carry market into new high grounds for season and to maintain the advance. Rather heavy realizing, at times, was swept aside, and hedge selling was readily absorbed as commission house brokers competed for offerings in the ring.

Buying was inspired by continued tightness in actual oil, a distinctly firmer tone in commodities in general, and new highs in cotton and lard. Corn showed strength, and there was in evidence considerable more optimism as to general business conditions. Crude oil in South followed futures and reached a new high of 8½c sales and bid in all sections.

It was apparent the last few days that the oil trade was not on the buying side of the market, as it has been for many weeks past, and that absorption was mostly of a speculative character. Wall Street houses were credited with considerable buying. Some demand came from the South and West, but in oil trade circles there was more cautiousness noticeable, with records of oil importations being scanned closely.

Cash Trade Quieter.

Fears were current that cotton oil has reached a level where upturns from this point might readily bring about a greater influx of foreign oils. As a result, sentiment was a little more mixed, but few cared to press the selling side. Bulls still clung to a belief that edible fats are worth more money on a supply and demand position, that hogs will be marketed light in weight, or that hog prices must advance materially to get in line with feeding costs, and that the Government intends to keep next cotton crop down to moderate proportions.

Cash trade appears quieter and a little more routine. Reports from cash circles were mostly satisfactory. Cash oil was rather firmly held, and what few tenders appeared on December contracts at New York were readily taken care of. Western lard market made new season's highs, although the West was complaining of slowness in cash trade. Speculative buying in lard was again based on light weight hogs coming to market.

A reduction of 25 per cent from the base acreage of cooperative cotton producers for 1935, as compared with 40

per cent reduction in 1934, was officially announced by Secretary Wallace and AAA administrator Chester C. Davis.

It was also announced that new one-year contracts for 1935 will be offered those producers who did not sign the two-year contracts.

Foreign Oil Imports Growing.

A crop of 12,000,000 bales of cotton is the Department of Agriculture's estimate for the 1935 crop, if yields are average under the new program.

Rental payments will be continued at 3½c lb. and parity payments will be increased next year from 1c to at least 1¼c. An increase to more than 1¼c will depend on the appropriation by Congress of funds to continue the Bankhead Act in case producers vote favorably in the coming referendum.

Few doubt that speculative buying though was of a strong character. Some of the ring observers were of the opinion that a natural reaction, more or less corrective, is overdue, and that the foreign oil situation would command more attention with the late cotton oil positions at or around the 10c level.

COCOANUT OIL—No particular activity was reported but tone was firmer, trade being influenced somewhat by strength in other oils and reported light offerings of copra. At New York, tanks were quoted at 3½c. At the Pacific Coast, tanks were quoted at 2¾c.

SOYA BEAN OIL—Demand was reported moderate, but tone was firm.

SOUTHERN MARKETS

New Orleans

(Special Wire to The National Provisioner.)

New Orleans, La., Nov. 28, 1934.—Sharp advances were again made during the past week in cotton oil as buyers filled their nearby requirements or anticipated their wants for first part of next year. Crude reached 8¾c lb. in all directions and 8¾c lb. was intimated for special locations and shipments. Mills are now generally holding for 9c lb. f.o.b. mills. From supply and demand standpoint, cotton oil is in extremely favorable position and, due to few regulations and restrictions, has attracted a large following among new traders for deferred options which are still selling at ¼@½c below proper parity, based on crude values, thereby affording excellent trading possibilities.

Dallas

(Special Wire to The National Provisioner.)

Dallas, Tex., Nov. 28, 1934.—Prime cottonseed oil, 8% lb.; forty-three per cent meal, \$41.50; hulls, \$15.00.

Mills were asking 7c although it was said some resale oil might have been bought slightly below that level.

CORN OIL—Strength in cotton oil and reports of rather limited production of corn oil served to offset gossip of imports of foreign oils and made for a firm undertone. Western mills were quoting at 9c.

PALM OIL—A much firmer tone was apparent in this market as a result of light importations and strength in linseed oil. At New York, African oil was nominally unchanged at 3½c spot, but shipment offerings were reported withdrawn. Sumatra oil was quoted at 3¼@3½c, an advance of ½@¾c from recent level.

PALM KERNEL OIL—Market was very steady. English oil was quoted at 3½c New York; Dutch, 3¼c nominal. It was said trade was somewhat broader.

OLIVE OIL FOOTS—Improvement in demand brought about a better market. Spot foots at New York were quoted around 6%; futures, 6%.

RUBBERSEED OIL—Market nominal.

SESAME OIL—Market nominal.

PEANUT OIL—Market at New York was very steady; sales, 8½c; sellers, 8¾c. Recent imports were estimated as high as 30,000 tons. Foreign offerings were quoted at 5@5¼c.

MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., Nov. 28, 1934.

Influenced by higher outside markets and a reported further advance in gluten feed, the cottonseed meal market made new highs for the week in a fairly active market, December selling at a high of \$37.25, January at \$37.50 and March at \$37.90, with some switching of December into March at a 65c premium. Selling orders were limited due to Thanksgiving holiday and a reported better scattered consuming interest. Prices held well throughout the day with closing prices well in line with the highs. The market closed steady at 15c to 40c higher.

Cottonseed was quiet and somewhat higher on the closing bids.

1934 MARGARINE SALES.

Sales for the first ten months of 1934 compared with those of the like period of 1933 are reported as follows:

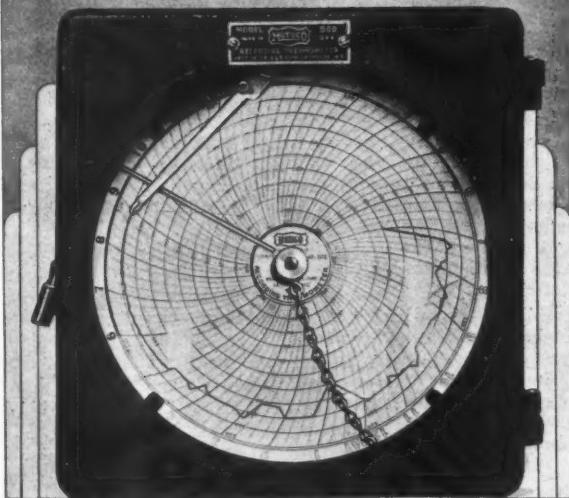
	10 mos. 1934.	10 mos. 1933.
	Lbs.	Lbs.
Oleomargarine, uncolored ..	205,470,516	198,694,644
Oleomargarine, colored ..	451,187	361,448

Total	205,921,703	199,056,092
Increase in 1934 over 1933, 6,865,611 lbs. or 3.4 per cent.		

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WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS

Provisions.

Hog products were strong the latter part of week, lard being at season's best levels. Hogs were firmer. Warehousesmen were selling lard. Cash trade was moderate.

Cottonseed Oil.

Cotton oil was active and strong and at best levels of crop. Wall Street was leading buyer. Profit taking was scattered and trade was not following. Sentiment was more mixed on increased fears of imported oils. Lard strength helped. Crude was quoted at 8½¢ lb. sales and bid everywhere.

Quotations on bleachable cottonseed oil at New York Friday noon were: Dec., \$9.75b; Jan., \$9.80@9.85; Mar., \$9.87@9.90; May, \$9.98@10.03; July, \$10.10@10.15.

Tallow.

Tallow, extra, 4½¢, f.o.b.

Stearine.

Stearine, 8½¢ plants.

Friday's Lard Markets.

New York, Nov. 30, 1934.—Prices are for export; no tax. Lard, prime western, \$9.00@10.00; middle western, \$9.00@10.00; city, 8½¢@8¾¢; refined Continent, 9½¢@9¾¢; South American, 9½¢@9¾¢; Brazil kegs, 9½¢@9¾¢; compound, 11½¢ in carlots.

PORK PRODUCTS EXPORTS.

Exports of pork products from the U.S. week ended Nov. 24, 1934:

PORK.

	Week ended Nov. 24, 1934	Week ended Nov. 25, 1933	Nov. 1, 1934
	M bbls.	M bbls.	1933 to 1934.
Total	80	104	240
United Kingdom	80	25	230
West Indies	...	79	10

BACON AND HAMS.

	M lbs.	M lbs.	M lbs.
Total	1,554	1,900	4,934
United Kingdom	1,326	1,256	4,673
Continent	182	399	207
West Indies	...	5	6
Other countries	46	240	48

LARD.

	M lbs.	M lbs.	M lbs.
Total	3,359	10,284	19,697
United Kingdom	3,150	5,800	18,576
Continent	94	4,484	634
8th. and Ctl. America	...	...	116
West Indies	124	...	359
Other countries	1	...	2

TOTAL EXPORTS BY PORTS.

From	Bacon and Pork, bbls.	Hams, M lbs.	Lard, M lbs.
New York	80	695	855
Boston	...	16	78
New Orleans	...	671	324
Montreal	...	182	2,102
Total week	80	1,554	3,359
Previous week	35	1,200	3,872
2 weeks ago	45	906	5,200
Cur. week 1934	104	1,900	10,284

SUMMARY OF EXPORTS FROM NOVEMBER 1 TO NOVEMBER 24, 1934.

	1934.	1933.	Increase.	Decrease.
Pork, M lbs....	48	56	...	8
Bacon and Hams, M lbs....	4,934	6,190	...	1,255
Lard, M lbs....	10,284	30,167	...	10,479

Week ending December 1, 1934

BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, Nov. 30, 1934.

General provision market dull; poor demand for hams; fair demand for lard. Friday's prices were as follows: Hams, American cut, 83s; hams, long cut, 90s; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, exhausted; Wiltshires, unquoted; Cumblands, exhausted; Canadian Wiltshires, 79s; Canadian Cumblands, 71s; spot lard, 47s.

LIVERPOOL PROVISION MARKETS.

Prices per 100 lbs. of quality product at Liverpool, on November 14, compared:

	Nov. 14, 1934.	Nov. 7, 1934.	Nov. 15, 1933.
American green bellies.....	Nom.	Nom.	\$15.50
Danish green sides.....	\$19.17	\$19.17	18.86
Canadian green sides.....	17.95	17.95	16.76
American short green hams.....	18.95	18.94	16.85
American refined lard.....	10.56	10.05	8.06

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Nov. 30, 1934, show exports from that country were as follows: To the United Kingdom, 79,711 quarters; to the Continent, 3,864. Exports the previous week were: To England, 137,989 quarters; to Continent, 11,203 quarters.

HULL OIL MARKETS.

Hull, England, Nov. 28, 1934.—(By Cable.)—Refined cottonseed oil, 20s 6d; Egyptian crude cottonseed oil, 18s 6d.

Profit or Loss?

Only when a buyer or seller of meat products knows the market does he buy or sell intelligently.

If a buyer makes 1/8¢ per pound on a car of product he has saved \$37.50.

If he makes 1/4¢ a pound on a car, he has made \$75.00.

The same is true of the seller. If he knows the market price, he saves anywhere from \$37.50 to \$150.00 a car. If the difference is as much as 1¢ a pound, he saves \$300 on a car.

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GERMAN LARD PRICES.

Foreign lard in Germany is now sold at retail at not more than 90 pfennigs per pound (32.81c per pound), according to the Berlin office of the Foreign Agricultural Service. This figure is set by the government fat control authority and allows for definite profit margins for importers, wholesalers, and retailers. In addition to the new duty of 40 marks per hundred kilograms (7.29c per pound), all imported lard also pays a so-called equalization fee, the amount of which will depend upon the price at which foreign lard is available. For the period October 22 to October 31, 1934, the equalization fee was set at 24 marks per hundred kilograms (4.38c per pound). Information on the fee now prevailing is not yet available. The fee is payable to the customs authorities at the time the importer secures the trading certificate necessary for entering the lard.

The prevailing German policy with respect to reduced agricultural imports continues practically to exclude imports of American lard. This is accomplished principally by a close control of the foreign exchange that may be made available for such imports. Practically all of the lard now reaching Germany from foreign countries is secured from nearby European countries with which Germany has special trade or clearing agreements. The reduced import charges on lard, as represented by the lowered duty and the equalization fee, therefore, are of no immediate advantage to the American lard export trade.

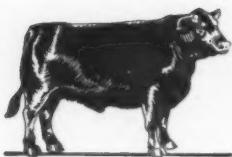
New regulations allow the holders of fat cards to purchase any edible fat, including lard, tax free, and at fixed low prices. Formerly holders of fat cards could purchase only the cheapest grade of margarine and such purchases were supposed to represent at least half of the card holder's fat requirements. The increased consumption of low-grade or so-called "household" margarine was accompanied by a reduction in the sales of other German fats. The new regulation is an attempt to make the system more flexible and to permit those who prefer other fats to obtain them tax free. Fat cards are issued to consumers in the lower income groups.

GERMAN HOGS AND LARD.

Top hogs at Berlin were quoted at \$18.22 per cwt. on November 14, as compared with \$18.25 a week earlier and \$16.32 at the same time last year. Lard in tierces at Hamburg was quoted at \$19.97 compared with \$19.21 the previous week and \$15.39 on November 15, 1933.

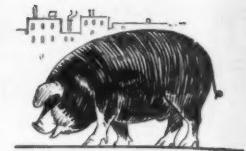
LARD AND GREASE EXPORTS.

Exports of lard from New York City, Nov. 1, 1934, to Nov. 28, 1934, totaled 5,073,695 lbs.; tallow, none; greases, 176,000 lbs.; stearine, 89,200 lbs.



Live Stock Markets

Weekly Review



CHICAGO

Reported by U. S. Bureau of Agricultural Economics.

Chicago, Nov. 28, 1934.

CATTLE—Compared with last Friday: Strictly grainfed steers and yearlings, fully 25c higher, instances more on light and long yearlings of comparable grade; common and medium grades, strong to 25c up. Curtailed receipts locally and at seven markets were main stimulating factor. Shipper demand was broader; all she stock, strong to 25c higher; bulls, steady; vealers, 50c@ \$1.00 higher; extreme top fed steers with weight, \$10.00; best light steers, \$9.75; long yearlings, \$9.40; bulk regular crop weighty steers, \$9.00 downward; numerous light and long yearlings, \$8.50@9.25. Best heifers in load lots, \$8.25; longfed 1,735-lb. bullocks, \$7.65; 1,525-lb. bullocks, \$9.25.

HOGS—Compared with last Friday: Weights above 200 lbs., strong to 10c higher; others, 10@25c lower; pigs, off 50c; packing sows, strong; week's top, \$6.15, paid at close; late bulk better grade weights above 240 lbs., \$6.00@ 6.10; 200 to 230 lbs., \$.56.00@6.00; 170 to 190 lbs., \$4.75@5.40; light lights, \$3.50@4.50; good slaughter pigs, \$2.25 @3.00; packing sows, largely \$5.60@ 5.75.

SHEEP—Compared with last Friday: Fat lambs, mostly 40@50c higher; sheep, strong to 25c up; week's top native lambs, \$7.40, with \$7.35 paid sparingly for best offerings; bulk better grades to larger interests, \$7.00@7.25; clipped offerings, mostly \$6.75; year-

lings, \$5.75@6.25; slaughter ewes, \$1.75 @2.50 mostly.

OMAHA

Reported by U. S. Bureau of Agricultural Economics.

Omaha, Neb., Nov. 29, 1934.

CATTLE—Current prices strong to 25c higher than last Friday. She stock and bulls, strong to 25c higher; vealers, fully steady; choice long yearlings, to \$8.85 and \$8.95, latter price paid for 1,143-lb. weights. Choice 1,338-lb. weights topped at \$8.90; choice 1,050-lb. heifers, \$7.35; small lots, around 900 lbs., \$7.50.

HOGS—Wednesday's top, \$5.90; bulk good and choice 220-lb. weights and up, \$5.75@5.90; 180 to 220 lbs., \$5.00@ 5.75; 160 to 180 lbs., \$4.00@5.00; slaughter pigs, \$2.00@3.25; feeder pigs, \$1.00@1.50; packing sows, \$5.35@5.65; stags, \$4.25@5.00.

SHEEP—Compared with last Friday: Lambs, 40@60c higher; other killing classes, strong; Wednesday's bulk good and choice sorted native and fed wooled lambs, \$6.50@7.00; choice fed clipped lambs, \$6.35@6.40; fed yearlings, up to \$5.40; good and choice ewes, \$1.75@ 2.25.

KANSAS CITY

Reported by U. S. Bureau of Agricultural Economics.

Kansas City, Kans., Nov. 29, 1934.

CATTLE—No choice weighty fed steers were available, and top rested at \$8.00 on choice yearlings and fed steers scaling under 1,100 lbs.; several

loads well finished offerings, \$6.85@ 7.75; most short fed, \$5.00@6.60; better grades fat she stock, steady to strong; others about steady; bulls, firm; vealers, steady to strong, with practical top at \$6.00.

HOGS—Desirable butchers scaling 210 lbs. and up were very scarce, and mid-week levels were steady to 5c higher than last Friday. Choice 240 lbs. and up, \$5.90, the top; most good to choice 210- to 290-lb. weights, \$5.75 @5.85; desirable 170- to 200-lb. weights, \$4.75@5.70; 140- to 160-lb. averages, \$3.25@4.50, according to weight and finish. Many lots plain lightweights, down to \$3.00 and below; packing sows, \$5.35@5.65.

SHEEP—Lamb prices advanced 75c @\$1.00 as compared with last week's close. Most of upturn was made on wooled lambs, with top reaching \$7.00 at mid-week; most more desirable natives and fed lambs, \$6.75@7.00; most late arrivals of shorn lambs, \$6.40; mature sheep, strong; best fat ewes, \$2.85; others, \$2.25@2.75.

ST. LOUIS

Reported by U. S. Bureau of Agricultural Economics.

East St. Louis, Ill., Nov. 28, 1934.

CATTLE—Choice steers, 25c higher; good kinds, steady; medium descriptions, 15@25c lower; mixed yearlings and heifers, strong to 25c higher; cow-stuff, 15@25c lower, beef kinds off most; sausage bulls, steady; vealers, \$1.00 higher. Bulk steers brought \$4.80 @7.00; best yearlings, \$8.40; best matured steers, \$7.25. Bulk mixed year-

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lings and heifers scored \$4.00@5.50; 668- to 720-lb. mixed steers and heifers stopped at \$6.75. Top beef cows earned \$4.00; majority, \$2.25@3.00; most cutters and low cutters, \$1.25@2.00; top sausage bulls, \$2.75; top vealers, \$7.00.

HOGS—Butcher hogs, or those above 200 lbs. average, closed three-day period about steady, while lighter weights and pig stuff varied from 15@50c lower, some light pigs off more. Sows were unchanged; top for week, \$6.05; closing sales, 200 lb. up, largely \$5.80@6.00; 170 to 190 lbs., \$4.65@5.70; 140 to 160 lbs., \$3.65@4.40; 100 to 130 lbs., \$2.25@3.40; sows, \$5.15@5.50.

SHEEP—A top of \$7.35 was paid Tuesday for choice lambs, with closing top \$7.25 to packer and shippers. Bulk of good and choice lambs late, \$7.00@7.25; throwout lambs, largely \$3.50@5.00; fat ewes, \$1.75@2.25.

ST. PAUL

By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.

So. St. Paul, Minn., Nov. 28, 1934.

CATTLE—Slaughter steers and yearlings were steady to 15c or more lower, common and medium grade selling at \$2.50@5.00; some good steers at \$6.00@7.00; choice 1,050-lb. weights, \$8.00. Low grade heifers brought \$1.50@3.25; medium to good, \$3.50@5.50, odd head, \$6.00; low cutter to common cows, \$1.25@2.25; butcher cows up to \$2.75; good grain-feds to \$3.75. Bulls bulked at \$2.00@2.50; good heavy beef bulls, \$2.60@2.85; good to choice vealers, \$4.00@4.50; common and medium, \$2.00@3.25.

HOGS—Hogs were steady, good to choice 220 to 350 lbs., \$5.35@5.50; 180 to 210 lbs., \$4.75@5.35; 160 to 170 lbs., \$4.25@4.60; 140 to 150 lbs., \$3.00@4.00; 100 to 130 lbs., \$1.50@2.75; good sows mostly \$5.30, some big weights down to \$5.00.

SHEEP—Lambs held all of Monday's gains today, bulk selling to packers at \$6.75 with a load or so to shippers at \$7.00. Common and inbetween grades brought \$3.50@5.25; slaughter ewes, \$1.50@2.25.

SIOUX CITY

Reported by U. S. Bureau of Agricultural Economics.

Sioux City, Ia., Nov. 29, 1934.

CATTLE—Plain short feds, weak to 25c lower; few choice long yearlings and medium weight beeves, \$8.00@8.25; bulk, \$5.00@7.00; choice kosher heifers, strong to 25c higher; other she stock, unevenly steady to 25c lower. Few sales heavy heifers, \$7.40@7.75; carlots good lightweights, \$5.50@6.10; most beef cows, \$2.10@2.75; low cutters and cutters, largely \$1.50@2.00; bulls, up to \$2.65; vealers, about steady, practical top, \$5.00.

HOGS—Closing top held at \$5.75; bulk, 210- to 300-lb. butchers, \$5.40@5.75; good 190- to 210-lb. butchers, \$5.00@5.40; most 160- to 190-lb. lights, \$4.00@5.00; most 140- to 160-lb. light lights,

\$3.00@4.00; slaughter pigs, \$1.50@2.50. Packing sows bulked at \$5.40, few noted up to \$5.45.

SHEEP—Selling levels advanced 50@60c, with choice native and fed lambs up to \$7.00; late and bulk sorted consignments, \$6.50@6.90; fed clipped offerings, \$6.15@6.50, according to length of fleece; fresh clips, \$6.00. Good to choice fed yearlings were released at \$5.35@5.85; fat ewes, 25c higher; bulk, \$1.75@2.50.

RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended Nov. 24, 1934:

	Cattle.	Hogs.	Sheep.
Week ended Nov. 24...	233,000	596,000	170,000
Previous week	310,000	646,000	208,000
1933	194,000	622,000	284,000
1932	190,000	443,000	261,000
1931	252,000	754,000	412,000
1930	214,000	658,000	305,000

Hogs at 11 markets:

	Cattle.	Hogs.	Sheep.
Week ended Nov. 24...	533,000	573,000	
Previous week	545,000	574,000	
1933	561,000	593,000	
1932	567,000	593,000	
1931	581,000	593,000	
1930	587,000	593,000	
1929	589,000	593,000	

	Cattle.	Hogs.	Sheep.
Week ended Nov. 24...	168,000	449,000	104,000
Previous week	223,000	493,000	208,000
1933	137,000	453,000	188,000
1932	137,000	307,000	184,000
1931	170,000	495,000	273,000
1930	145,000	494,000	190,000
1929	189,000	552,000	245,000

CALIFORNIA MEAT SUPPLIES.

Animals slaughtered in 190 packing-houses under state inspection in California during October totaled 240,255 head, of which 2,039 were condemned. Of the total slaughtered there were 55,361 cattle, 31,792 calves, 93,609 sheep, 59,442 hogs and 51 goats. Condemnations included 900 cattle, 413 calves, 774 sheep and 318 hogs.

Meat foods produced in packing-houses under state inspection in California during October, 1934, totaled 5,360,425 lbs. Sausage was the largest item in this total, amounting to 2,230,549 lbs. Pork and beef produced totaled 1,714,853 lbs., lard and lard substitutes, 1,414,180 lbs. and jerked beef, 843 lbs.

SAN FRANCISCO LIVESTOCK.

Receipts at the South San Francisco Stockyards for the five-day period ended November 23 totaled 2,750 cattle, 325 calves, 5,400 hogs and 3,400 sheep. Of these totals, 80 cattle, half of the calves, 3,750 hogs and 1,875 sheep were shipped direct.

KENNETH-MURRAY
LIVESTOCK BUYING ORGANIZATION

Detroit, Mich. Cincinnati, Ohio Dayton, Ohio Omaha, Neb.
Indianapolis, Ind. La Fayette, Ind. Louisville, Ky.
Nashville, Tenn. Sioux City, Iowa Montgomery, Ala.

CORN BELT DIRECT TRADING.

Reported by U. S. Bureau of Agricultural Economics.

Des Moines, Ia., Nov. 29, 1934.

Hog receipts at 22 concentration points and 7 packing plants in Iowa and Minnesota fell off sharply this week. Prices on Wednesday had regained earlier losses and were generally steady to 5c higher compared with last week's close. Bulk good to choice 220 to 350 lbs., \$5.30@5.60; few long railled deliveries, \$5.75@5.80; 200 to 220 lbs., \$5.10@5.45; 180 to 200 lbs., \$4.60@5.25; 160 to 180 lbs., \$3.90@4.65; 140 to 160 lbs., \$3.20@4.15; most packing sows, \$4.90@5.35; few, \$5.45.

Receipts unloaded daily for the week ended Nov. 29, 1934, were as follows:

	This week.	Last week.
Fri., Nov. 23	25,000	31,300
Sat., Nov. 24	47,100	37,700
Mon., Nov. 26	60,500	60,500
Tues., Nov. 27	22,100	29,700
Wed., Nov. 28	19,300	20,700
Thurs., Nov. 29	Holiday—No market.	

NEW YORK LIVESTOCK.

Receipts of livestock at New York markets for week ended Nov. 24, 1934:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	5,060	7,620	5,406	28,471
Central Union	2,413	1,611	1,123	11,231
New York	651	3,088	16,182	11,148

	Total	12,328	21,540	50,880
Previous week	7,467	14,222	19,587	67,375
Two weeks ago	8,389	13,179	20,412	62,266

LOS ANGELES LIVESTOCK.

Livestock receipts at the Los Angeles Union Stock Yards for the five-day period ended November 23 totaled 6,022 cattle, 2,821 calves, 468 hogs and 633 sheep. This compares with receipts of the previous week of 6,875 cattle, 3,725 calves, 774 hogs and 1,607 sheep, the latter including 355 head were for government account.

PORLAND, ORE., LIVESTOCK.

At North Portland, Oregon, receipts for four of the five days ended November 23 totaled 2,200 cattle, 275 calves, 3,300 hogs and 3,100 sheep. Of hog receipts, 474 head were billed direct to packers.

DROUGHT RELIEF LIVESTOCK.

Government livestock drought relief purchases up to and including November 23 totaled 7,256,071 cattle and calves and 3,543,625 sheep.

RECEIPTS AT CENTERS

SATURDAY, NOVEMBER 24, 1934.

	Cattle	Hogs	Sheep
Chicago	500	14,600	3,000
Kansas City	2,200	1,700	5,050
Omaha	200	2,000	200
St. Louis	200	6,600	100
St. Joseph	200	2,000	500
Sioux City	400	1,100	500
St. Paul	500	2,000	1,400
Fort Worth	1,000	200	300
Denver	400	600	800
Louisville	400	500	500
Wichita	300	400	200
Indianapolis	100	3,000	1,200
Pittsburgh	100	1,500	100
Cincinnati	300	1,400	200
Buffalo	200	1,600	500
Nashville	200	500	300
Oklahoma City	300	200	400

MONDAY, NOVEMBER 26, 1934.

	Cattle	Hogs	Sheep
Chicago	18,500	38,000	13,000
Kansas City	9,500	10,000	3,700
Omaha	8,000	15,000	4,000
St. Louis	4,000	16,500	1,800
St. Joseph	2,500	7,500	1,500
Sioux City	4,500	8,500	4,000
St. Paul	5,000	7,500	10,000
Fort Worth	4,000	2,200	300
Milwaukee	1,400	3,900	4,400
Denver	4,000	500	700
Louisville	900	800	800
Wichita	500	9,000	8,000
Indianapolis	300	6,600	1,300
Pittsburgh	100	4,000	400
Cincinnati	1,300	2,400	2,700
Buffalo	600	1,900	2,000
Cleveland	100	700	500
Nashville	1,400	900	400

TUESDAY, NOVEMBER 27, 1934.

	Cattle	Hogs	Sheep
Chicago	13,300	38,000	12,000
Kansas City	5,300	6,000	4,500
Omaha	6,500	12,000	5,000
St. Louis	3,000	15,000	1,800
St. Joseph	1,700	7,500	1,700
Sioux City	5,000	10,000	3,000
St. Paul	2,700	10,500	4,000
Fort Worth	1,100	500	500
Milwaukee	1,200	3,500	500
Denver	300	900	600
Louisville	200	900	400
Wichita	800	500	500
Indianapolis	1,200	9,000	3,000
Pittsburgh	200	500	500
Cincinnati	700	3,200	300
Buffalo	700	700	500
Cleveland	300	500	2,500
Nashville	100	500	300
Oklahoma City	1,500	800	100

WEDNESDAY, NOVEMBER 28, 1934.

	Cattle	Hogs	Sheep
Chicago	11,100	27,000	13,000
Kansas City	2,500	4,000	2,500
Omaha	2,500	7,500	3,000
St. Louis	1,800	9,000	1,000
St. Joseph	1,100	6,500	1,500
Sioux City	1,000	5,000	2,000
St. Paul	3,000	11,000	4,000
Fort Worth	1,300	300	300
Milwaukee	1,400	4,000	400
Denver	200	700	1,200
Louisville	200	800	200
Wichita	800	400	800
Indianapolis	700	5,000	1,000
Pittsburgh	200	500	1,000
Cincinnati	500	1,600	300
Buffalo	200	900	200
Cleveland	200	300	1,500
Nashville	400	300	300
Oklahoma City	1,000	1,000	400

THURSDAY, NOVEMBER 29, 1934.

HOLIDAY. NO MARKET.

FRIDAY, NOVEMBER 30, 1934.

	Cattle	Hogs	Sheep
Chicago	5,000	22,000	15,000
Kansas City	1,500	4,500	2,500
Omaha	2,800	14,000	4,000
St. Louis	2,000	15,000	1,000
St. Joseph	1,200	8,000	1,500
Sioux City	1,500	8,000	4,500
St. Paul	2,500	6,000	3,500
Fort Worth	800	900	3,700
Denver	400	2,500	3,600
Wichita	200	500	100
Indianapolis	800	8,000	2,000
Pittsburgh	100	3,800	1,000
Cincinnati	1,400	5,800	300
Buffalo	200	2,400	800
Oklahoma City	900	1,000	100

U. S. INSPECTED HOG KILL.

Inspected hog kill at 8 points during week ended Friday, Nov. 23, 1934:

	Week ended Nov. 23, 1934.	Prev. week, 1933.	Cor. week.
Chicago	178,000	166,678	208,689
Kansas City, Kans.	54,062	56,721	85,034
Omaha	48,790	49,429	63,780
St. Louis & East St. Louis	73,410	60,537	96,861
Sioux City	35,290	26,750	40,037
St. Joseph	27,994	35,210	42,102
St. Paul	64,829	59,671	45,455
N. Y., Newark & J. C.	54,084	51,743	50,823
Total	536,547	506,739	632,281

LIVESTOCK PRICES AT LEADING MARKETS.

Livestock prices at five leading Western markets, Wednesday, Nov. 28, 1934:

Hogs (Soft or oily hogs excluded): CHICAGO. E. ST. LOUIS. OMAHA. KANS. CITY. ST. PAUL.							
Lt. lt. (140-160 lbs.) gd-ch.	\$3.50@	4.65	\$3.65@	4.40	\$3.25@	4.40	\$3.25@ 4.75
Lt. wt. (160-180 lbs.) gd-ch.	4.40@	5.35	4.10@	5.60	3.90@	5.10	4.25@ 5.40
Med. wt. (200-220 lbs.) gd-ch.	5.15@	5.75	5.35@	5.90	4.65@	5.55	5.00@ 5.70
Hvy. wt. (220-250 lbs.) gd-ch.	6.00@	6.15	5.95@	6.00	5.75@	5.90	5.65@ 5.90
Packing houses (270-350 lbs.) gd-ch.	5.60@	5.85	5.35@	5.50	5.45@	5.65	5.25@ 5.45
(425-550 lbs.) good	5.00@	5.75	5.00@	5.20	5.35@	5.50	5.10@ 5.50
(275-350 lbs.) good	4.50@	5.60	4.25@	5.15	4.00@	5.50	4.50@ 4.80
St. h'r pigs: (100-130 lbs.) gd-ch. 2.00@ 3.50	2.00@	3.50	2.00@	3.50	2.25@	3.25	2.25@ 3.25
Avg. cost & wt. Tues. pigs (ex.) 5.61-211 lbs.	5.44-210 lbs.	4.89-198 lbs.	5.04-197 lbs.	4.89-198 lbs.	5.04-197 lbs.	4.89-198 lbs.	4.89-198 lbs.

Slaughter Cattle, Calves and Vealers:

STEERS:							
(550-900 lbs.) choice	7.50@	9.00	7.00@	8.25	6.00@	8.00	6.25@ 8.25
Good	6.25@	8.50	6.00@	8.00	5.50@	7.50	5.50@ 7.50
Medium	4.25@	6.50	4.00@	6.25	4.00@	5.75	3.75@ 6.00
Common	2.75@	4.50	3.00@	4.00	2.25@	4.00	2.25@ 4.00

STEERS:							
(900-1100 lbs.) choice	8.50@	9.50	8.00@	8.50	7.50@	8.75	7.50@ 8.50
Good	6.50@	8.75	6.25@	8.25	5.75@	7.50	5.65@ 7.50
Medium	4.50@	6.50	4.00@	6.50	4.00@	5.75	4.00@ 5.75
Common	3.00@	4.75	3.25@	4.25	2.25@	4.25	2.25@ 4.25

STEERS:							
(1100-1300 lbs.) choice	8.75@	10.00	8.25@	8.75	7.75@	9.25	7.60@ 8.60
Good	6.50@	9.25	6.50@	8.25	5.75@	8.25	5.75@ 8.00
Medium	4.75@	6.50	4.25@	6.75	4.25@	6.25	4.00@ 6.00
Common	3.00@	4.75	2.50@	5.25	2.50@	5.00	2.25@ 5.00

HEIFERS:							
(550-750 lbs.) gd-ch.	5.25@	8.50	5.00@	7.50	5.00@	7.65	4.85@ 7.75
Com-med.	2.50@	5.25	3.00@	5.75	2.50@	5.00	2.25@ 5.00
(750-900 lbs.) gd-ch.	5.25@	8.50	5.00@	7.50	5.00@	7.65	4.85@ 7.75
Com-med.	2.50@	5.25	3.00@	5.75	2.50@	5.00	2.25@ 5.00

COWS:							
Good	3.25@	5.00	3.25@	4.00	3.40@	4.25	3.25@ 4.00
Com-med.	2.25@	3.25	2.25@	3.25	2.40@	3.40	2.35@ 3.25
Low-cut-cut	1.75@	2.35	1.25@	2.25	1.60@	2.40	1.50@ 2.35

BULLS: (Yrs. Ex.) (Beef)							
Good	2.75@	3.50	2.75@	3.50	2.75@	3.25	2.35@ 2.75
Cut-med.	2.25@	3.10	1.75@	2.75	1.75@	2.75	1.65@ 2.00
Calf-veal	1.50@	4.50	1.50@	4.75	2.00@	3.50	2.00@ 3.00

CALVES:							
(250-500 lbs.) gd-ch.	4.50@	7.00	5.50@	6.75	3.50@	5.50	3.25@ 5.50
Com-med.	2.50@	4.50	2.50@	4.50	1.50@	3.50	2.00@ 3.25
LAMBS:	1.75@	2.50	1.75@	2.50	1.75@	2.50	1.75@ 2.50

LAMBS:							

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PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, November 24, 1934, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle	Hogs	Sheep
Armour and Co.	5,297	10,879	4,414
Swift & Co.	4,014	8,371	6,252
Morris & Co.	2,550	5,337	4,150
Wilson & Co.	2,525	8,417	3,702
Anglo-American Pkg. Co.	1,389	2,235	5,942
G. H. Hammond Co.	2,235	5,014	5,038
Shippers Others	13,033	34,349	437
Brennan Packing Co., 5,014 hogs; Hygrade Food Products Corp., 2,383 hogs; Agar Packing Co., 7,620 hogs.			
Total: 42,318 cattle; 6,490 calves; 88,189 hogs; 22,622 sheep.			
Not including 2,315 cattle, 2,832 calves, 73,734 hogs and 4,513 sheep bought direct.			

KANSAS CITY.

	Cattle	Calves	Hogs	Sheep
Armour and Co.	8,505	3,252	3,651	1,337
Ondahl Pkg. Co.	3,173	825	1,577	4,064
Morris & Co.	2,279	859	876	876
Swift & Co.	3,930	1,003	10,437	1,053
Wilson & Co.	2,711	926	2,527	1,100
Independent Pkg. Co.	270	139	3,958	118
Others	8,327	139	3,958	118
Total	28,925	7,004	22,420	8,608

OMAHA.

	Cattle & Calves	Hogs	Sheep
Armour and Co.	6,386	17,937	2,127
Cudahy Pkg. Co.	5,759	12,256	2,441
Dold Pkg. Co.	785	8,029	876
Morris & Co.	2,419	641	539
Swift & Co.	5,419	9,739	3,077
Others	22,978		
Eagle Pkg. Co., 4 cattle; Geo. Hoffman Pkg. Co., 26 cattle; Great Omaha Pkg. Co., 40 cattle; Omaha Pkg. Co., 70 cattle; J. Roth & Sons, 76 cattle; So. Omaha Pkg. Co., 54 cattle; Lincoln Pkg. Co., 261 cattle; Sinclair Pkg. Co., 355 cattle; Wilson & Co., 501 cattle.			
Total: 22,155 cattle and calves; 71,580 hogs; 8,184 sheep.			

EAST ST. LOUIS.

	Cattle	Calves	Hogs	Sheep
Armour and Co.	2,122	1,088	5,498	2,945
Swift & Co.	2,709	1,650	5,630	1,792
Morris & Co.	1,236	850	956	191
Horn Pkg. Co.	1,212	5,595	191	
Key Pkg. Co.	2,613	900		
Laclede Pkg. Co.	285	2,653		
Others	2,943	409	28,917	853
Total	10,527	3,997	52,822	5,181
Not including 2,168 cattle, 2,436 calves, 48,490 hogs and 1,994 sheep bought direct.				

ST. JOSEPH.

	Cattle	Calves	Hogs	Sheep
Swift & Co.	2,144	402	13,627	3,824
Armour and Co.	2,494	558	12,705	2,205
Others	796	41	....	....
Total	5,434	1,001	26,332	6,029

SIOUX CITY.

	Cattle	Calves	Hogs	Sheep
Cudahy Pkg. Co.	3,635	893	14,240	2,424
Armour and Co.	3,344	886	13,742	2,818
Swift & Co.	2,460	796	8,722	2,457
Shippers Others	1,340	18	14,283	360
Total	11,324	2,593	50,988	8,050

OKLAHOMA CITY.

	Cattle	Calves	Hogs	Sheep
Armour and Co.	1,494	473	1,711	259
Wilson & Co.	3,368	421	1,690	165
Others	243	30	430	....
Total	5,105	924	3,831	424
Not including 92 cattle, 48 calves and 982 hogs bought direct.				

WICHITA.

	Cattle	Calves	Hogs	Sheep
Cudahy Pkg. Co.	1,093	695	2,215	549
Dold Pkg. Co.	317	49	1,624	15
Wichita D. B. Co.	14	....	....	....
Dunn-Osterberg	70	....	....	....
Fred W. Dold & Sons	110	....	342	2
Sunflower Pkg. Co.	29	....	57	....
Total	1,633	744	4,238	566
Not including 734 hogs bought direct.				

ST. PAUL.

	Cattle	Calves	Hogs	Sheep
Armour and Co.	4,485	4,084	18,880	6,524
Cudahy Pkg. Co.	1,161	1,211	....	....
Swift & Co.	6,547	6,150	30,715	9,052
United Pkg. Co.	2,154	184	....	....
Others	2,255	6	6,077	1,255
Total	16,602	11,635	55,172	17,731

DENVER.

	Cattle	Calves	Hogs	Sheep
Armour and Co.	1,131	753	2,655	3,150
Swift & Co.	793	412	3,662	7,396
Others	2,005	188	2,604	2,171
Total	3,929	1,363	8,951	12,717

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

RECEIPTS.

	Cattle	Calves	Hogs	Sheep
Mon., Nov. 19	18,237	3,061	31,952	7,825
Tues., Nov. 20	7,594	1,789	37,977	3,756
Wed., Nov. 21	9,070	1,757	25,830	2,539
Thurs., Nov. 22	4,730	1,167	20,050	3,703
Fri., Nov. 23	2,043	541	29,874	4,241
Sat., Nov. 24	504	300	14,000	3,000

SHIPMENTS.

	Cattle	Calves	Hogs	Sheep
Mon., Nov. 19	3,445	165	1,950	1,704
Tues., Nov. 20	2,877	152	1,188	602
Wed., Nov. 21	2,842	97	199	688
Thurs., Nov. 22	1,924	206	687	419
Fri., Nov. 23	1,000	100	1,000	500
Sat., Nov. 24	100	400	500	500

INDIANAPOLIS.

	Cattle	Calves	Hogs	Sheep
Kingan & Co.	1,443	460	33,006	1,672
Armour and Co.	1,206	82	1,670	....
Brigadier Bros.	10	....	977	....
Brown Bros.	46	28	120	....
Stumpf Bros.	100	....	....	....
Indiana Prov. Co.	7	8	90	....
Meier Pkg. Co.	72	4	167	....
Maier Hartman Co.	34	9	....	....
Art Wabnitz	8	64	56	....
Shipplers	1,590	1,589	22,672	2,187
Others	685	145	221	151
Total	5,122	2,393	50,938	4,066

CINCINNATI.

	Cattle	Calves	Hogs	Sheep
S. W. Gall's Sons	....	....	275	....
Ideal Pkg. Co.	11	....	386	....
E. Kuhn's Sons Co.	970	165	6,788	731
J. Lohre Pkg. Co.	1	....	262	....
H. H. Meyer Pkg. Co.	27	9	4,666	....
A. Sander Pkg. Co.	3	....	627	....
J. Schlachter's Sons	148	....	....	106
J. F. Schroth Pkg. Co.	15	....	2,786	....
J. F. Stegner & Co.	419	252	63	....
Shipplers	585	403	4,382	504
Others	1,273	540	215	297
Total	3,452	1,472	20,112	1,976

RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended Nov. 24, 1934, with comparisons:

CATTLE.

	Week ended Nov. 24.	Prev. week.	Cor. week.	1933.
Chicago	42,318	51,241	38,390	....
Kansas City	28,925	35,062	16,910	149,900
Omaha	22,153	21,570	21,444	10,000
East St. Louis	10,527	20,172	10,271	10,271
St. Louis	5,434	11,056	6,202	1,737
Sioux City	1,633	2,000	1,737	....
Denver	3,929	4,542	5,965	....
St. Paul	16,602	18,500	7,201	....
Milwaukee	6,183	8,452	4,560	....
Indianapolis	5,123	6,187	3,470	....
Cincinnati	3,452	4,834	3,342	....
Total	172,708	212,242	135,064	....

HOGS.

	Chicago	Kansas City	Omaha	East St. Louis	St. Louis	Sioux City	Oklahoma City	Wichita	Denver	St. Paul	Milwaukee	Indianapolis	Cincinnati
Chicago	88,189	85,482	97,038	....	....	....	....	....	....	....	....	....	....
Kansas City	22,420	26,061	34,226	....	....	....	....	....	....	....	....	....	....
Omaha	71,580	73,222	53,038	....	....	....	....	....	....	....	....	....	....
East St. Louis	52,822	76,245	88,742	....	....	....	....	....	....	....	....	....	....
St. Louis	5,181	11,488	11,488	....	....	....	....	....	....	....	....	....	....
Sioux City	50,988	43,552	4										

PACKERS SET NEW RECORDS.

New records in packinghouse activities were established in October, according to the survey of business conditions in the seventh reserve district of the Federal Reserve Bank of Chicago.

Activities of slaughtering establishments in the United States were at one of the highest levels on record during October, it was said, and the commercial production of packinghouse commodities not only rose 20 per cent over September, but was 15½ per cent greater than a year ago and 12½ per cent above 1924-33 October average.

Total production—which includes beef, veal, and lamb processed by the government, in addition to the regular market tonnage—exceeded the ten-year average by 25 per cent, was 28½ per cent heavier than last October, and 4½ per cent greater than in September. Daily average production, however, was slightly lower than a month earlier.

Sales slightly exceeded production for market. Disposal of this tonnage—a volume 19 per cent heavier than in September, nearly equal to a year ago, 2 per cent above the 1924-33 October average, and one of the largest on record—was made during October at sharply reduced prices from a month earlier.

PACKER EMPLOYMENT HIGHER.

Both employment and payrolls in the meat packing industry during October were much higher than in the same month a year ago, although slight declines from September were recorded. The index of employment at 117.6 of the 1923-1925 base average was 15.9 points higher than in October, 1933, but 3 points lower than in September. Pay rolls stood at 107 per cent of the base figures, and were 37.7 points higher than a year ago, but 2 points under the September figure. Except for beverages and the seasonal food industries, both employment and payrolls in the meat packing industry were well above those of all other food industries.

ADVERTISING DOG FOOD.

A greatly increased demand since the first of the year for Red Heart dog food, a product of John Morrell & Co., Ottumwa, Ia., has resulted in the decision to increase the advertising schedule this fall. Beginning September 30 "Red Heart" goes on the NBC blue network, when Bob Becker's "Talks About Dogs" will be presented Sunday afternoons (2:15 to 2:30 Eastern standard time; 1:15 to 1:30 Central standard time) over the regular stations of that chain. These are WJZ, New York; WBZ, Boston; WBZA, Springfield; WBAL, Baltimore; WMAL, Washington; WSYR, Syracuse; WHAM, Rochester; KDKA, Pittsburgh; WGAR, Cleveland; WJR, Detroit; WCKY, Cincinnati; WENR-WLS, Chicago; KWK, St. Louis; KWCR, Cedar Rapids; KSO, Des Moines; KOIL, Omaha; WREN, Kansas City.

AWARDS FOR STORAGE OF HIDES.

Awards for storage of hides and skins, under schedule 106, have been made by the Federal Surplus Relief Corporation to eight companies. Bids on this schedule were opened November 2, 1934. Two grades of hides and one of skins are included.

Awards are for storage of cured hides and skins in original pack for 30 days or less and for storage of cured, bundled hides and skins for 30 days or more. In the latter case storage is to be at temperatures of 32 to 36 degs. F., 40 to 45 degs. F. and in unrefrigerated cellars. Hides are divided into Grades "A" and "B," the former including those weighing 43 lbs. and up and the latter those ranging in weight between 23 and 43 lbs. Skins come under Grade "C" and weight under 23 lbs. Awards are as follows:

For the storage of cured hides and skins in original pack for 30-day period, or parts thereof, Kingan and Company, Indianapolis.

For the storage of cured, bundled hides and skins (net bundled weight):

	Capacity, lbs.
Cold storage 32 to 36 degs. F.:	
Armour and Company, St. Paul...	6,000,000
Central Storage Co., Chicago...	3,000,000
Cudahy Packing Co., Kansas City	100,000 hides
Ottumwa.....	100,000 hides
Sioux City.....	100,000 hides
Kingan and Company, Indianapolis.....	5,000,000
Terminal Warehouse Co., New York.....	4,000,000
Union Storage Co., Erie.....	1,500,000
Cold storage 40 to 45 degs. F.:	
Armour and Company, Omaha...	6,000,000
Kaufman Pkg. Co., Baltimore...	9,000,000
Storage, unrefrigerated cellars: Kaufman Pkg. Co., Baltimore...	10,000,000

Prices at which awards were made on bundled hides ranged from a low of 10¢ in cold storage at 32 to 36 degs. F. to a high of 13½¢ for the first 30 days and from a low of ½¢ to a high of 7½¢ per day for each day thereafter, on a hundredweight basis. In the 40 to 45 deg. storage prices ranged from a low of 13½¢ for the first 30 days to a high of 18¢ and for each day thereafter the range was from 6¢ to 7½¢ per cwt. In unrefrigerated space, the award was made at 17¢ per cwt. for the 30 day period and 5¢ per cwt. for each day thereafter.

Handling Hides

Much money is undoubtedly lost by the packer through improper take-off and curing of hides and skins.

Complete directions for the proper handling of hides and skins have been published by THE NATIONAL PROVISIONER. Subscribers can obtain copies by sending in the following coupon, accompanied by a 5-cent stamp:

The National Provisioner:
Old Colony Bldg., Chicago, Ill.

Please send me copy of directions
for take-off and curing of hides and
skins.

Name

Street

City

(Enclosed find 5¢ in stamps.)

N. Y. HIDE FUTURE PRICES.

Saturday, Nov. 24, 1934—Old Contracts—Close: Dec. 7.00n; sales none. Closing 15 higher. Standard—Close: Dec. 8.40 sale; Mar. 8.73@8.76; June 9.10@9.12; Sept. 9.40@9.45; sales 35 lots. Closing 12@15 higher.

Monday, Nov. 26, 1934—Old Contracts—Close: Dec. 6.90n; sales none. Closing 10 lower. Standard—Close: Dec. 8.36@8.40; Mar. 8.70@8.75; June 9.07 sale; Sept. 9.33@9.40; sales 44 lots. Closing 3@7 lower.

Tuesday, Nov. 27, 1934—Old Contracts—Close: Dec. 6.75n; sales none. Closing 15 lower. Standard—Close: Dec. 8.15n; Mar. 8.50b; June 8.85@8.86; Sept. 9.15@9.19; sales 25 lots. Closing 18@22 lower.

Wednesday, Nov. 28, 1934—Old Contracts—Close: Dec. 6.85n; sales none. Closing 10 higher. Standard—Close: Dec. 8.20@8.25; Mar. 8.55 sale; June 8.92@8.95; Sept. 9.25 sale; sales 36 lots. Closing 5@10 higher.

Thursday, Nov. 29, 1934—Holiday.

Friday, Nov. 30, 1934—Old Contracts—Close: Dec. 6.70b; sales none. Closing 15 lower. Standard—Close: Dec. 8.18@8.25; Mar. 8.53@8.60; June 8.85@8.89; Sept. 9.20 sale; sales 15 lots. Closing 2@7 lower.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended November 24, 1934, were 8,451,000 lbs.; previous week, 7,955,000 lbs.; same week last year, 5,154,000 lbs.; from January 1 to November 24 this year, 229,810,000 lbs.; same period a year ago, 205,331,000 lbs.

Shipment of hides from Chicago for the week ended November 24, 1934, were 9,710,000 lbs.; previous week, 7,362,000 lbs.; same week last year, 5,869,000 lbs.; from January 1 to November 24 this year, 274,695,000 lbs.; same period a year ago, 234,564,000 lbs.

WOOL SHORN IN 1934.

The amount of wool shorn or to be shorn in 1934 is 354,533,000 lbs., according to the preliminary estimate of the United States Department of Agriculture. This is 10,197,000 lbs., or 2.7 per cent less than the amount shorn in 1933 and is about one per cent larger than the 5-year average, 1929 to 1933.

The decrease in wool production this year resulted from a 2 per cent decrease in the average weight per fleece and a decrease of about 1 per cent in the number of sheep shorn or to be shorn. Smaller weight per fleece was caused by sharp drop in estimated average weight of wool per head of sheep shorn in Texas and California. High weights in both States last year, resulted from large number of sheep and lambs shorn in fall. Consequently, a large proportion of this year's spring clip was short wool. Present indications are that clip from fall shearing will be much smaller this year.



Hides and Skins

Weekly Market Review

Chicago.

PACKER HIDES — Trading was rather light this week in packer hide market, but character of sales made indicated firmness of market. One packed moved 20,000 light native cows of less desired Aug. take-off at 7½c basis. Another packer moved a car each light cows at 7¾c and branded cows at 7½c, in line with prices paid by Exchange traders at close of last week. Association also moved a car each same basis.

Market is firm, with numerous bids reported at last trading prices. Packers are slow to offer out-hides, due in part to large movement accomplished previous week, but indicate they would accept business at a half-cent up. Some of the trade feel bids ¼c up might result in trading.

Following sales to Exchange traders at close of last week, previously reported, at ¼c advance for light cows and branded cows, easier futures prices early this week caused such buyers to withdraw. However, such bids were available mid-week, with improvement in futures market. Intervention of the Holiday helped to cool off market and shortened the business week.

Native steers last sold at 10c, extreme light native steers 7½c. Butt branded steers last moved at 9½c, Colorado at 9c, heavy Texas steers 9½c, light Texas steers 8½c, and extreme light Texas steers 7c. These prices are available at present; packers' ideas higher.

Heavy native cows last sold at 8½c and wanted. Light native cows sold at 7¾c, steady with last tanner business for 20,000 Aug. and first few days Sept. take-off, including period of drought slaughter; packers' ideas are 8c for Nov. take-off. One packer sold a car St. Paul light cows at 7¾c, but asks 8c for other points. Association also sold car this basis. One car packer River point branded cows made 7¾c, and Association sold a car same basis; tanners bidding 7c.

Native bulls last sold in volume at 7c, branded at 6c.

SMALL PACKER HIDES — Strictly Chicago small packer all-weights of current take-off quoted around 7@7½c for native steers and cows and ½c less for branded. Outside small packer lots moving at prices ranging from 6½@6¾c, selected, for natives, down to 5½@6c for less desirable lots, depending upon proportion of drought hides and location.

Last trading in Pacific Coast market was a small lot of Los Angeles Nov. hides, at 7c for steers and 6c for cows, flat, f.o.b. shipping point.

FOREIGN WET SALTED HIDES — South American market steady. Early in week 9,000 Argentine frigorifico steers sold, and 8,000 later, all at 59½ paper pesos, equal to 9½@10½c, c.i.f. New York, steady with large movement previous week. Some 4,500 light steers sold equal to 10½c.

COUNTRY HIDES — While trading in country hides appears rather quiet on surface, some shoe manufacturing tanners are reported to have been picking up country extremes lately around 6c basis, and it is somewhat difficult to buy trimmed extremes under 6½c at present. All-weights quoted around 5½@5½c, selected, delivered, with some buyers' paying limits at inside figure. Heavy steers and cows 4½@5½c, buyers' and sellers' ideas. Trimmed buff weights quoted 5½@5½c in some directions. Others report hard to secure untrimmed under 5½c. Bulls around 3½@3¾c; glues, 3¾@4c. All-weight branded about 4½c, flat, less Chicago freight.

CALFSKINS — Packers moved bulk of Oct. calfskins earlier with last trading at 15c for Oct.-Nov. heavy picked points, 9½/15-lb., and 13c for lights under 9½/lb.; bid of 15c reported this week for certain picked point heavy calf; market appears firm.

Chicago city calfskins appear steady; car 8/10-lb. sold early at 10½c, with a car later at 10c, steady with previous week's bid; car 10/15-lb. sold early at 12½c, or ¼c up, with three cars later at 12c. Outside cities, 8/15-lb., quoted around 10½c; mixed cities and countries around 9c; straight countries about 7½c. Chicago city light calf and deacons sold steady at 7½c each, for 3,000 at Chicago and 2,000 at Detroit.

KIPSKINS — Last sale of packer native kipskins was at 9½c for southern natives, and 11c asked for northerns. One packer sold a car Sept. overweights at close of last week at 9½c for northerns. Mid-week, two packers sold 20,000 Aug.-Sept. branded kipskins at 7½c.

Chicago city kipskins last sold at 9½c, and some offered this basis. Outside cities quoted around 9c, nom.; mixed cities and countries about 7½c; straight countries 6½@7c.

Packer regular slunks last sold at 65c for Oct. production and this is asked.

HORSEHIDES — Not much change in market, with good city renderers quoted usually around \$2.50, and some asking \$2.75, mixed city and country lots usually \$2.20@2.40.

SHEEPSKINS — Dry pelts quoted around 11@12c locally for full wools, slightly higher quoted at some points.

Production of shearlings very slow, and offerings correspondingly light; market generally quoted on big packer shearlings 45c for No. 1's, 35c for No. 2's, and 25c for clips, although a sale was reported in one direction at 47½c for No. 1's. Small packer shearlings around half-price. Pickled skins selling around \$2.75 per doz. straight run of big packer lamb at Chicago, for Nov. skins, although some packers report no sales under \$3.00. Sales at \$2.75 per doz. reported at New York, with \$3.00 usually asked. Big packer lamb pelts quoted \$1.35@1.50 per cwt. live lamb, or \$1.10@1.25 each, for that quality and weight, top price asked; small packers quoted around \$1.20@1.35 per cwt. live lamb, and outside small packers around \$1.00@1.10 per cwt., or 65@75c each.

New York.

PACKER HIDES — Two packers still reported holding Nov. brands, and one possibly some natives; other packers moved Nov. steers earlier at 11c for native steers, 9½c for butt brands, and 9c for Colorados, and all-weight cows last sold at 7c. Unsold branded steers held at a half-cent up.

CALFSKINS — Market appears steady to firm. Car collectors' 5-7's reported early at \$1.05, and some also reported at \$1.00; car 7-9's moved at \$1.20, and a car at \$1.25; last sale of 9-12's was at \$2.00. Packer calf quoted 10@15c over these prices, as to sellers' ideas.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended Nov. 30, 1934, with comparisons, are reported as follows:

PACKER HIDES.

	Week ended Nov. 30.	Prev. week.	Cor. week, 1933.
Spr. nat.	10½@11n	10½@11n	10½@11n
strs.	10½@11n	@10	@10½
Hvy. nat. str.	@10	@10	@10½
Hvy. Tex. str.	9½	@ 9½	@ 10
Hvy. butt brand'd			
strs.	@ 9½	@ 9½	@ 10
Hvy. Col. str.	@ 9	@ 9	@ 10
Br. light Tex.			
strs.	7 @ 7½n	7 @ 7½	@ 10
Brnd'd. cows	7 @ 7½	7 @ 7½	@ 10
Hvy. nat. cows	8½	8½	@ 10
Nat. cows	7½	7½	10½@10%
Brnd'd. bulls	6	6	@ 6n
Calfskins	13 @ 15b	13 @ 15	15½@22n
Kips, nat.	10½n	10½n	15@16n
Kips, ov-wt.	9½	9½	15@15n
Kips, brnd'd.	7½	7½	11½@12n
Slunks, reg. 60	65	65	70 @ 80
Slunks, hrs. 35	50	50	40 @ 50

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.

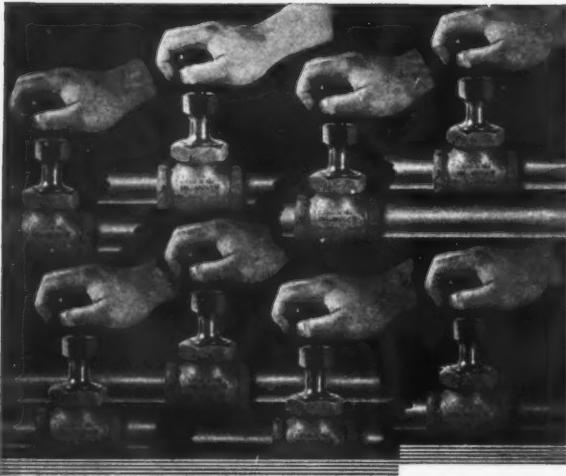
Nat. all-wts.	7 @ 7½	7 @ 7½	@ 10
Branded	6½@ 7	6½@ 7	@ 9½
Nat. bulls	6½n	6½n	@ 6½
Brnd'd. bulls	5½n	5½n	@ 6
Calfskins	10 @ 12	10½@13n	14 @ 17
Kips	9 @ 9½	9 @ 9½	13½@13½
Slunks, reg. 40	50n	40 @ 50n	60 @ 65
Slunks, hrs. 20	30n	20 @ 30n	30 @ 35n

COUNTRY HIDES.

Hvy. steers	4½@ 5½	4½@ 5½	7½ @ 7½
Hvy. cows	4½@ 5½	4½@ 5½	7½ @ 7½
Buffs	5½@ 5½	5½@ 5½	8½ @ 8½
Extremes	6 @ 6½	6 @ 6½	9½ @ 9½
Bulls	3½@ 3½	3½@ 3½	4½ @ 5
Calfskins	7 @ 7½	7 @ 7½	9 @ 10
Kips	6½@ 7	6½@ 7	@ 9
Light calf	25 @ 35n	25 @ 35n	50 @ 60n
Deacons	25 @ 35n	25 @ 35n	50 @ 60n
Slunks, reg. 15	20n	15 @ 20n	20 @ 20n
Slunks, hrs. 5	10n	5 @ 10n	10 @ 10n
Horsehides	2.20@2.75	2.20@2.75	3.00@3.00

SHEEPSKINS.

Pkr. lambs	1.10@1.25	1.10@1.25	1.35@1.50
Sm. pkr. lambs	65 @ 75	65 @ 75	91.15
Pkr. shearlings	47½	47½	60 @ 65
Dry pelts	11 @ 13	11 @ 14	15 @ 16½



Why Use Your Hands?

There isn't a man who can always keep temperatures perfectly even by twisting valves open and shut. Yet, if goods are ruined by using too much or too little heat, some one is blamed.

Such mistakes cannot occur if temperatures are automatically and infallibly controlled with

SARCO

Temperature Regulators



Once set for a given temperature, the Sarco will maintain that temperature exactly, without attention, in cookers, retorts, pasteurizers, etc.

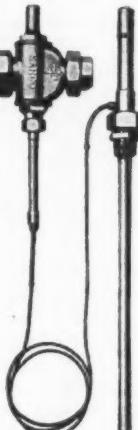
They have the same sensitivity at all points of range from zero up and can be adjusted 15° above or below calibrating point.

They will not overheat. Have no troublesome stuffing boxes. Are entirely self-contained. Valve body cannot be distorted when installing. Valve seats will not stick and are easy to regrind when worn. Furnished chrome-nickel trimmed without extra cost.

Write for catalog BE-52 and particulars regarding our free trial offer.

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Sausage Stick Hanging Truck for transporting and finishing sausage on sticks. Can be run right into the smokehouse, washer or dry room! Sturdily built for long, efficient life. Ask for details.

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Complete Equipment for Meat Packers & Sausage Manufacturers
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Get GLOBE'S advice on meat smoking operations! Our engineers are at your service planning new or special equipment, solving smokehouse difficulties, increasing efficiency of operations. Use this service—no obligation!



Smoke Stick and Gambrel Washer
Removable cylinder section for loading. Heavy galvanized construction throughout. Fast, efficient, economical.

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QUALITY
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YOUR
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PROCESSED MEATS
ARE PREPARED
WITH
PEACOCK BRAND
PRODUCTS

Wm. J. Stange Co.
CHICAGO

Up and down the



MEAT TRAIL



GLIMPSES OF THE OLD DAYS.

(From THE NATIONAL PROVISIONER of December 4, 1909.)

The stockyards poet had this to say on the hog situation:

The 4-cent hog has seen his day—
That is, while the packer a higher price
will pay—

But Uncle Bill Skinner's pet refrain
Is "There never was a drought wasn't
broke by rain."

So the 8-cent hog may get it in the neck,
And be lucky to pull down a nickel, by
heck.

It's easy to run a good thing in the
ground,

And when a durned old hog brings 8 cents
a pound,

And boasts he'll bring nine before winter
is o'er,

It's a pretty good sign he'll bring nearer
four,

Maybe!

Feature of the week was the annual report of Secretary of Agriculture James Wilson, in which he emphasized a study of meat prices. He declared that neither wholesale nor retail prices had advanced disproportionately to cost of livestock or other commodity prices. He called attention to decrease in livestock supplies since 1840, and declared that in 70 years the per capita available meat supply had declined to less than three-fifths of its former proportions. "Most prosperous of all years for agriculture was 1909," declared Secretary Wilson.

The tenth annual International Livestock Exposition was a big success. The grand champion fat steer went to S. & S. Co. for 17c lb.; Armour bought the prize carlot of fat steers at 15c; S. & S. got the champion carlot of lambs at 11c. The packers' six-horse teams were the feature of the show. William H. Skinner was elected president of the Exposition, to succeed Alvin H. Sanders, appointed to the U. S. tariff board.

Wholesale fresh meat prices quoted for the week were: good native steers 11@12c; medium 9@10c; heavy steer loins 22½c; heavy steer ribs 17½c; light carcass veal 9½c; round dressed lambs 13c; dressed hogs 11@11½c; pork loins 13c. Smoked hams, 12-lb. av., were quoted at 16½c and fancy breakfast bacon at 21¼c.

Average prices of livestock paid by packers at Chicago during the week were: cattle \$6.40; hogs \$8.20; sheep \$4.75; lambs \$7.20. Hog prices compared with \$8.08 the previous week and \$5.74 a year earlier and \$4.96 two years previous.

Blumer-Sartain Packing Co., Columbus, O., held its annual meeting and re-elected president Gabriel Blumer and vice president and general manager W. H. Sartain.

Edward T. Danahy Co. was incorporated at Buffalo, N. Y., with E. T. Danahy, L. J. Grauer and G. M. Danahy as incorporators.

Swift & Company's sales of fresh beef in Chicago for the week ended Saturday, November 27, 1909, averaged 7.68c per pound.

Beef cattle on December 1 brought the highest price ever paid on the Chicago market, packers paying 10c for prime steers.

Armour and Company received permit to do business in the state of Arkansas, with G. M. Waller as agent.

The first annual financial report of Armour and Company ever made public showed a surplus of \$7,127,924.

President Walter Blumenthal of the United Dressed Beef Co. attended the International Livestock Show at the Chicago stockyards.

General superintendent C. O. Young of Swift & Company spent the week in New York.

CHICAGO NEWS NOTES.

Henry C. Kuhner, president, Kuhner Packing Co., Muncie, Ind., was in Chicago this week.

Frank Kohrs, president, Kohrs Packing Co., Davenport, Ia., was in the city on business during the past week.

Purchases of livestock at Chicago by principal packers for the first three days of this week totaled 22,467 cattle, 4,047 calves, 56,163 hogs and 26,714 sheep.

T. F. Driscoll, advertising manager, Armour & Co., attended the convention in Atlantic City last week of the Association of National Advertisers, of which he is a director.

M. J. Hennessey, former president of the Dunlevy-Franklin Co., Pittsburgh, Pa., who is on a world tour, reports from Agua Caliente, Mexico, that he is on his way to San Francisco to sail for Honolulu, Japan and China.

Frank N. Davis, vice president of THE NATIONAL PROVISIONER, is en route with his family by steamer from New York to Los Angeles via the Panama Canal, and will visit Pacific Coast and Far West points before his return.

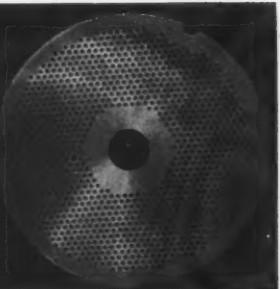
Provision shipments from Chicago for



NEW ARMOUR HEADS TALK OVER POLICY.

Frederick H. Prince of Boston (left), new chairman of the board of Armour and Company, gets together with Robert H. Cabell (center), new general manager, and vice president and treasurer Philip L. Reed (right), new member of the finance committee, following the directors' meeting at which Mr. Cabell was chosen to succeed the late T. G. Lee as operating head of the company.

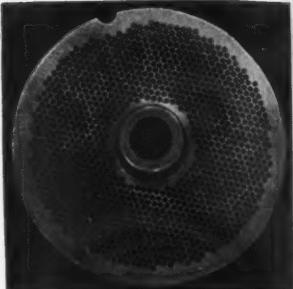
Mr. Cabell has been with Armour and Company for 43 years, and has been head of its European organization for many years, that branch now having from 1,500 to 2,000 employees. He will be assisted by a committee of management including vice general Shoemaker, Mills, Hoagland, Eastwood, Benson, Clithero, Lalumier and general counsel Faulkner. It is understood that the office of president will be left vacant until the annual meeting in January, when it is reported that Mr. Cabell may be elected a director, making him eligible to the presidency.



No. 600—V $\frac{1}{4}$ " Cutting Side,
Tapered Holes

THE C.D.V.— TAPERED HOLE PLATE

Plate and hub one solid piece of steel. The ideal plate for fancy pork and summer sausage



No. 600—V $\frac{1}{4}$ " Outlet Side, Tapered Holes

THE SPECIALTY MFRS. SALES CO.

ANNOUNCING A NEW DEVELOPMENT

for smoking butts which will show you a saving on your present operation cost.

Write us for sample!

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THE ADLER COMPANY
CINCINNATI

The World's Largest Knitters of Stockinette Fabrics

Makers of the genuine H. J. Mayer Special Frankfurter, Bologna, Pork Sausage (with and without sage), Braunschweiger Liver, Summer (Mett-wurst), Chili Con Carne, Rouladen Delicatessen, Wonder Pork Sausage Seasonings, New Deal Lyone Seasoning and Special NEVERFAIL Curing Compound.

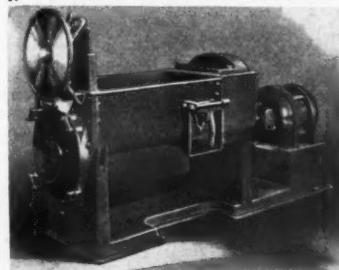


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For better profit in cutting and mixing investigate this new . . . KUTMIXER.

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NEW SYSTEM Rotary Oven

Burns Any Gas

Produces Best Quality Loaves and Roasts at Lowest Fuel Cost.

Made in Six Sizes
36 loaves or 24 roasts
60 loaves or 48 roasts
90 loaves or 72 roasts

Brand Bros., Inc.
410 E. 49th St., New York City

Names of users and complete details on request.

. Just SEASONING is Not Enough!

People eat pork sausage because they like its flavor—because they enjoy eating it. That is why poor quality product can't stand present-day competition, why sausage made with ordinary seasoning is constantly losing ground. It doesn't have the delicious flavor that makes people come back for more. It doesn't bring profits!

There is only one sure way of making pork sausage profits—make fine quality product by using the finest of seasoning—MAYER Seasoning. It can't be beat for quality, flavor and delicious goodness. It builds profits. And it will probably cost no more to use than your present inferior grade. Ask for samples!

the week ended Nov. 24, 1934, with comparisons, were reported as follows:

Week	Previous	Same
Nov. 24.	week.	week, '33.
Cured meats, lbs.	16,839,000	19,843,000
Fresh meats, lbs.	61,185,000	56,395,000
Lard, lbs.	4,624,000	6,915,000
	18,410,000	58,930,000
	11,296,000	

NEW YORK NEWS NOTES.

Fred Mulligan, produce department, Armour and Company, Boston, was a visitor in New York last week.

W. J. Cawley, vice president; Harry J. Williams, vice president and general superintendent; Allen McKenzie, chief engineer, and Richard D. White, produce department, Wilson & Co., Chicago, were in New York City last week.

The annual sales meeting of the Eastern division of the Rath Packing Co., Waterloo, Iowa, was held in New York City on November 22-24. Vice president R. A. Rath and other sales executives were present.

Visitors to New York during the past week included G. C. Custer, produce department; J. H. Williams, soap depart-

ment; W. J. Callahan, transportation department, and J. A. Liston, poultry department, all from Swift & Company, Chicago.

John R. Kinghan, chairman of the board, Kingan & Co., Indianapolis, was a visitor to New York during the past week. J. E. Graham, manager, poultry department, Kingan & Co., Lebanon, Ky., was in New York for a few days last week and visited at the Bronx branch of Kingan Provision Co.

Meat and poultry seized and destroyed by the health department of the city of New York during the week ended November 24, 1934, were as follows: Meat—Brooklyn, 692; Manhattan, 1,246 lbs.; Bronx, 3 lbs.; Queens, 21 lbs. Total, 1,962 lbs. Poultry—Brooklyn, 66 lbs.; Manhattan, 213 lbs. Total, 279 lbs.

Nineteen leaders in the New York food industry have been enlisted to head sub-committees of the foods division of the commerce and industry committee in the Citizens Family Welfare Committee's appeal for \$2,000,000. The division's quota is \$65,000. This organization is in New York City. R. E. Tomlinson, president of the National Biscuit Co., is division chairman, assisted by Charles F. Bliss, secretary of that company. Packer members of the various sub-committees include S. W. Loucks, district manager, New York district, Armour and Company; George A. Schmidt, president, Stahl-Meyer, Inc.; Irving Blumenthal, vice president and treasurer, United Dressed Beef Co., and A. E. Woolsey, manager, produce department, Swift & Co.

DECKER ELECTS OFFICERS.

At the annual meeting of stockholders of Jacob E. Decker & Sons, held in Mason City, Iowa, on November 21, the following were elected directors: Jay E. Decker, F. G. Duffield, E. S. Selby, L. E. Wakefield, V. D. Skipworth, Malcolm D. B. Hunter, Joseph J. Kerrigan, John G. Bates and Henry A. Ingraham.

Directors elected the following officers: V. D. Skipworth, chairman of the board; Jay E. Decker, president; E. S. Selby, first vice president and treas-



JAY E. DECKER.

Re-elected president of Jacob E. Decker & Sons at recent annual meeting of stockholders.

urer; F. G. Duffield, vice president; Geo. H. Harrer, secretary.

The company has had an excellent year, as was indicated by the fact that a 7 per cent dividend to preferred stockholders was declared at the annual meeting. This was the thirtieth consecutive dividend declared by the company. The financial report for the fiscal year just closed will be made public later.

The position of chairman of the board is a new one. Its occupant, Mr. Skipworth, is president of A. Gobel, Inc., with which the Decker company is affiliated. The election of Messrs. Skipworth, Hunter, Kerrigan, Bates and Ingraham, directors of Gobel, as members of the Decker board, also emphasizes the close relation between the two companies. No change in the present operating control of the Decker company will be made, it is announced.

See Classified Page for bargains.

V. D. SKIPWORTH.

Elected chairman of the board at recent annual meeting of Jacob E. Decker & Sons, Mason City, Iowa.

H. P. HENSCHIEN

ARCHITECT

Established since 1909

PACKING PLANTS — PLANT ADDITIONS
RECONDITIONING FOR GOVT. INSPECTION
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NINTH AND NOBLE STREETS
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PROVISION BROKER

HARRY K. LAX, General Manager

Member of New York Produce Exchange
and Philadelphia Commercial Exchange

"C-B" Cold Storage Door

"The Better Door that Costs no More"

There is a "CB" Cold Storage Door for every cold storage need.

"CB" Cold Storage Doors of any type can be completely metal clad. Entire door and frame are each completely enclosed with 26-gauge galvanized iron.

Unexcelled for use where moisture and steam are present, as in dairies, etc.



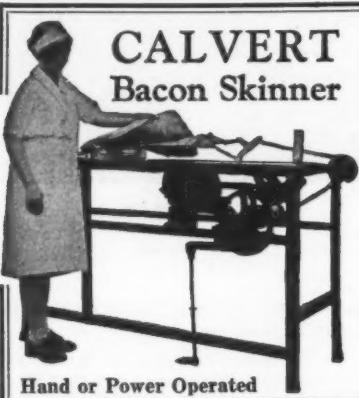
The Cincinnati Butchers' Supply Corporation

1972-2008 Central Ave., Cincinnati, Ohio

Write us for a "CB" Cold Storage Door catalog and price list.

Get full information before you buy.

A trial will convince you of the superiority of the design, workmanship and finish of the "CB" Cold Storage Door—"the Better Door that Costs no More."



CALVERT Bacon Skinner

Now installed in more than 225 plants, including all prominent packers. Many important advantages, plus ability to pay for itself shortly in labor savings alone.

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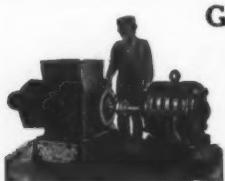
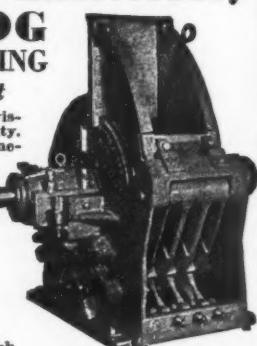
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M & M HOG
GRINDS EVERYTHING
Cuts rendering cost

Grinds fats, bones, carcasses, viscera, etc.—all with equal facility. Reduces everything to uniform fineness. Ground product gives up fat and moisture content readily. Saves steam, power, labor. Low operating cost. Increases melter capacity.

We will gladly analyze your requirements and make specific recommendations to fit your needs. Write!

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There is a Williams for every by-product crushing or grinding job. Heaviest construction predominates. Especially designed to grind greasy cracklings and tankage. Other types crush green bones and mash dry rendering materials. We also build the well known "Full-Floating" Vibrating Screen for sifting greasy cracklings.

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Utica, New York

Manufacturers of
AJAX FIBRE BROOMS

Made of a water- and acid-resisting fibre guaranteed to outlast corn or any other fibre known. A broom most efficient and economical for every use in the Meat Packing Industry.

Samples for test purposes gladly furnished

Backus Baskets for Delivering Meats

Easily cleaned

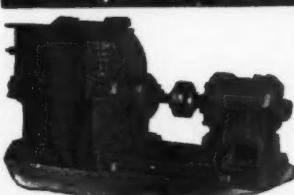
Sanitary

Light enough
to reduce
deadweight

Strong enough
to stand
the knocks!

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Grinding Pays More... the Stedman Way



STEDMAN'S Hammer Mills reduce cracklings, bone, meat scrap, dried blood, etc., to any fineness desired—in one operation—by the **2-STAGE** method of grinding. Nine sizes—requiring 5 to 100 H.P.—capacities 500 to 20,000 pounds per hour. Write for catalog 202.

STEDMAN'S Foundry & Machine Works
Founded 1814 • Aurora, Indiana—U.S.A. •

A Page for the Packer Salesman

Good Sales Technique

Is Required Today to Sell Satisfactory Volume of Meat Specialties

MEAT selling today requires more ability and adaptability than were needed a few years ago, in the opinion of one packer salesman who reads THE NATIONAL PROVISIONER.

In the following letter he compares conditions today with those of ten years ago. He says:

Editor THE NATIONAL PROVISIONER:

I have been a steady reader of THE NATIONAL PROVISIONER for many years and have always found the "Page for the Packer Salesman" of interest and very much worth while. In fact, we can't get enough of it! THE NATIONAL PROVISIONER is our only meat magazine and we rely on it exclusively.

Because of the constantly changing trend in meat merchandising and selling methods, the packer salesman of today must be much more alert than he needed to be only a few years ago. If he is to be of the most value to his firm he must know the meat selling situation accurately, and must change his selling methods to meet new situations as they arise.

The average packer salesman of ten years ago had a quota of 20,000 lbs.—and this was not considered large. It consisted mostly of fresh meats and rail stock.

More Difficult to Sell Specialties.

As manufactured meat products appeared on the market in greater quantities, this same tonnage hunter was given the task of introducing these specialty items. When he called on his trade with samples of these manufactured products he found it took a great deal longer to sell 25 or 50 lbs. of the specialties than 5,000 lbs. of fresh meats.

About noon, under such conditions, he began to worry about his tonnage. The only thing to do, of course, was to hurry to a store where a big order could be secured, passing on the way, perhaps, many places where orders were awaiting him. After working under these conditions for a few days there was the natural temptation to lose interest in or forget about the specialty items, at least until some new specialty was introduced and he received orders to push it.

The unsatisfactory results of one man trying to sell both fresh meats and specialties started the use, I believe, of the specialty salesmen. In many cases these were of the high pressure type. They called on the retailers in company with the general line men and talked

only the particular items they had been instructed to sell.

After these specialty meat selling campaigns were over, very often much of the product had to be picked up because of the high pressure methods resorted to. Retailers, more often than not, were sold more product than could be passed over the counters to customers. This type of selling probably did the meat industry more harm than good.

Salesman Must Have Adaptability.

Today the packer salesman who sells 5,000 to 7,000 lbs. of manufactured products is far more valuable to his concern than the high pressure type who perhaps sold a considerably larger tonnage. But to sell even this quantity of product the following qualifications are absolutely necessary:

1—The packer salesman must believe sincerely in his employer and that his products are the things he wants to sell.

2—He must be constructive and able to plan his work in considerable detail before he starts out on his route.

3—He must know the capacity of his trade, sell each retailer the limit if possible, and do this in such an interesting way that the dealer will find pleasure in giving the salesman all the business he can.

One thing in particular packer salesmen should keep in mind. In making a presentation of the line, the salesman should do it in such an interesting and convincing manner that the retailer will see the products exactly as the salesman desires him to see them.

Very truly,
CHARLES BARBOSKY.

SELLS JUDGE AN ORDER.

How Calvin Aronson, salesman at the Broadway branch of the Hygrade Food Products Co., Brooklyn, N. Y., upheld the tradition of the packer salesman of being able to talk himself into an order



LIVE SALESMAN GETS ORDERS.

was revealed when he appeared in court on a charge of traffic violation. The order Cal got was from the magistrate, and was a suspended sentence for breaking a traffic ordinance. The New York Daily News gave the details as follows, as reported by the Hygrader:

"Well, I knew there was no use telling the cop how my car got shoved in front of the fire hydrant," said Aronson. "So I decided I would take my story to court where a noble-minded and highly intelligent gentleman like you, Judge, could pass upon it."

"Wait a minute," interrupted Magistrate Benjamin Greenspan, "what sort of a salesman did you say you were?"

"Bologna!" cried Aronson, with a tinge of pride.

"I don't mean this yarn you're telling me, I mean your occupation," the Court said sternly.

"I purvey bologna," Aronson insisted, passing Greenspan his business card. "But I leave all the bologna at the factory. I wouldn't bring it to court, Judge."

"This smacks a little of salami, if not bologna itself," said Greenspan, "but I'll suspend sentence. After this, Mr. Bologna Salesman, sell your bologna to the trade."

GIFT MEAT IDEAS.

It is not too early for packer salesmen to start calling attention of customers to extra business and profits to be secured by pushing the idea of meats for Christmas gifts. Hams and bacon have been popular for this purpose, and the practice of giving them has been growing. But retailers will not make the most of the opportunity if they confine their efforts to encouraging giving of these two items only.

For several years, commencing about three weeks before Christmas, one successful retailer has displayed each day a meat gift package containing an appetizing assortment of products. A sign accompanying the display states the price and announces orders may be placed at any time and that the gift package will be delivered to any address in the city on Christmas morning. Bacon and hams are also displayed in the same manner.

The gift box assortment display is changed every day or two, a new list of products being shown each time. This retailer has been very successful in selling Christmas gift packages by this method, and the idea is one that packer salesmen might profitably pass on to their customers.

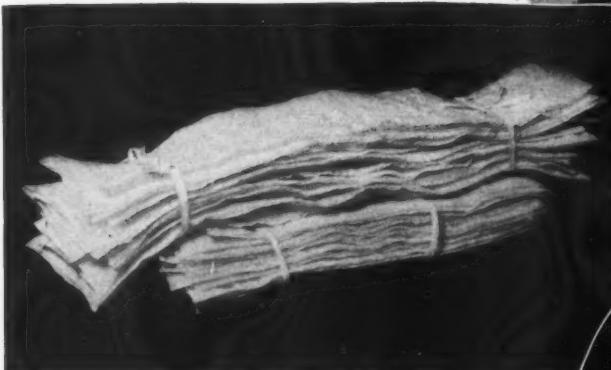
Watch "Wanted Page" for bargains.

PEL-O-CEL

Prat
to AMERICA'S "Grand of"

Introducing the Evidence of **EXPERT WITNESS No. 1** **JOHN H. HAUSER**

Mr. Hauser speaks with double authority — his testimony being supported by that of Michael Schild, his partner in the firm of Fischer & Co., manufacturers and distributors of better grade sausage. Mr. Hauser's and Mr. Schild's company is an old established one and well known throughout greater New York.



You can duplicate the "Hauser Test" in your own kitchen. We will be only too glad to send you several PEL-O-CEL Casings. Simply soak these samples in lukewarm water for ten minutes (as indicated in the picture) . . . then, "give them the works"! . . . Your trial of the PEL-O-CEL "Case" involves no obligation . . . Write to-day . . .

PEL-O-CEL PRODUCTS CORPORATION 442—12th STREET, BROOKLYN, N. Y.



Mr. Hauser Presents IT'S "CASE" and of SAUSAGE MAKERS and MEAT PACKERS

MR. JOHN H. HAUSER, please take the stand" . . . Ques. "You've made the tests as shown here—you are using PEL-O-CEL Casings in your own business. Now, if you will, and briefly, tell the jury what you and your company think of PEL-O-CEL Casings."

Ans. "They're a Boon to Our Industry! . . ."

Yes, gentlemen, we, at Fischer & Company, find

that PEL-O-CEL Casings possess all the advantages of natural casings, in addition to the desirable appearance of the synthetic casing. Our kitchen-men swear by them—and not at them. PEL-O-CEL Casings require no undue precautions. You can stuff them tight without fear of breakage. They perform beautifully through the four stages of stuffing, smoking, cooking and curing. I am a booster for PEL-O-CEL Casings. They certainly stand the gaff."



The above illustrations demonstrate a PEL-O-CEL Casing's strength.

Note the muscular effort directed at the ends of the casing (and Mr. Hauser is a 180 lb. specimen of vigorous American health!). Note the casing when grasped at both ends. It possesses uniform elasticity. This feature, regardless of how tight the casing is stuffed, prevents

bulging and keeps the sidewalls parallel to each other.

Strength and elasticity are obtained through the re-enforcement of the cellulose by means of a vegetable fibrous base. This combination produces still another appreciated feature—the casing can be pricked without fear of tearing it.

Special treatments during the manufacture of the casing assure, too, that the meat will adhere closely when curing. The

minute pores in the casing permit the smoke to penetrate—an aid to proper curing and an insurance of fullness of flavor.

Investigate the PEL-O-CEL "Case" . . . Write for trial samples. The results will amaze.

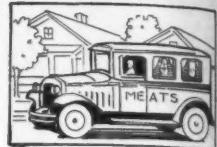
PEL-O-CEL Casings are the only casings consisting of cellulose and a vegetable fibrous base. They are protected by patents in U. S. A. and foreign countries.



FISCHER & COMPANY C A S I N G S



For the Retail Meat Dealer



Rotation of Fresh Meat Displays Increases "Spread" and Profits

By E. J. CLARY

AN INVESTIGATION among several modern fresh meat stores in Eastern cities revealed the fact that commonly, dealers arrange their cut meat cases on the basis which to them seems the most logical, and then stick to that arrangement indefinitely.

They appreciate the advantages of open display of cut meats, but they overlook some factors which have proved extremely profitable to the druggist, the grocer and others. The fact is that a daily switching of meat items by location in the case develops extra sales to a degree that is astonishing.

Increase Number of Items Displayed.

To pay less attention to the effect of the refrigerated show case as a whole, as to symmetry, color combination and size and more to getting the maximum number of "exposures" to customer's view, is to take full advantage of a merchandising principle so well established as to be beyond dispute. By "exposure," reference is made to the number of fresh meat items seen and noted per customer.

If the case arrangement is always the same, the shopper, after a few visits, is apt to lose interest, to ask for what she wants and stop there. Consequently, some system of rotation helps to get the full benefit from the modern refrigerated cut meat show case and gives the dealer a broader "spread" of sales over his entire lines.

A Case in Point.

In one case, a Brooklyn, N. Y., meat retailer with the most modern equipment available introduced the daily rotation system and reported a definite increase in sales on nine items of 17 per cent. This increase was noticeable within ten days after the rotation plan was introduced.

Another advantageous point in fresh cut meat display is to give the slower moving items the most prominent spots in the case. A New York fresh meat retailer had this to say recently:

"By giving my specials the most prominent space at top of case I increased sales by 21 per cent. Sweet-breads sales alone jumped 30 per cent

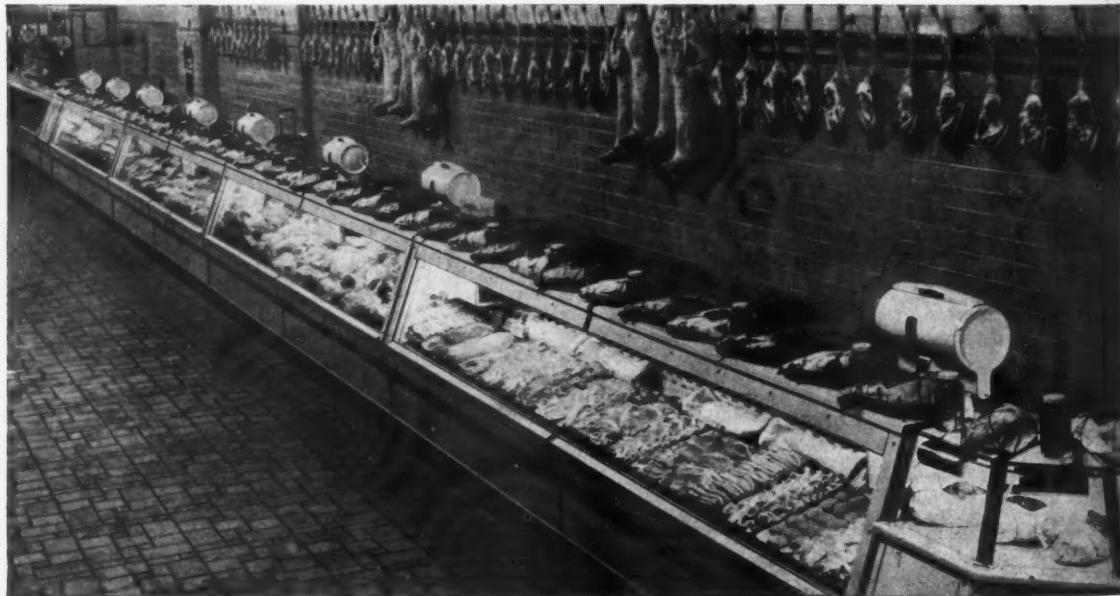
in a period of three weeks as soon as I gave them a break in the refrigerated showcase where every one could see them. Previously, I had displayed cut steaks in the most prominent spots, when, as a matter of fact, my steak sales never have been a problem and the demand was little affected by a show case display."

The most interesting fresh meat display is the one that is varied from every standpoint. Not only in the arrangement and placement of the items but in the garnishment and platter arrangement much can be done to make things attractive and different from day to day.

Get "Impulse" Business.

The modern refrigerated fresh meat case is, in reality, the meat dealer's opportunity to develop impulse item sales. In previous years he has had very little opportunity to get this business because of the difficulty of getting his fresh stuff out in the open, cut and attractive in appearance.

That being the case, the items which are demand items should be given less case play-up than the specials which must depend largely if not entirely upon the buying impulse of the customer. The more varied such displays are made, the more regular the rotation as to position, the more customers will get the impulse to buy the extra item.



(Reproduced by permission of C. V. Hill & Co., Inc., Trenton, N. J., from their book "Modern Food Merchandising.")

IN A CASE EVEN AS LARGE AS THIS, ARRANGEMENT MUST BE VARIED TO AVOID MONOTONY.

However, the case gives a splendid opportunity for a system of rotation which sells the customer on that extra item.

A refrigerated meat show case is not by any means a storage room for meat stocks; the dealer who looks upon it as such is making a big mistake. It is a selling "tool," and represents the most important advance that has come into the trade in a generation.

Variety Better Than Mass Display.

And, since the sale of specials or impulse items must depend upon display of the right kind, the more varied this display can be made the wider the spread, and the bigger the sales.

Quantity or mass displays mean very little to the sale of meats or meat specials. Experience has shown that the primary objective of the dealer in this respect should be to get as many items as possible before the people as often as possible, and in the most appealing fashion.

Due to modern equipment and arrangement the retail market has lost its old time character of the "butcher shop." New merchandising responsibilities rest on the shoulders of the dealer. He can no longer be a supply house for the locality. He must step out and create a demand for his wares, get the most out of every customer, contact and lure the casual patron with carefully cut and trimmed meats, attractively and prominently displayed. In short, he must put on a good show.

NEWS OF THE RETAILERS.

Schmidt Brothers of Lansing, Mich., have opened a new store, the fifth to be operated by that firm in Lansing. Nelson Smith is in charge of the meat department.

A new meat market, the Stoughton Central, has been opened in Stoughton, Mich.

Jack Anderson has become owner of the meat market formerly operated by Wm. Hippe in Dew Crest, Wis.

A new drive-in meat market and grocery is being constructed in Anderson, Ind., at a cost of approximately \$28,000. D. H. Mace and Son are the proprietors.

S. Ouwerkerk, owner of Sophs' Market, 1626 Terrace st., Muskegon, Mich., has purchased the meat market at 1555 Lake Shore drive from Mrs. Nettie Sletten.

Jerry Coughlin has leased the meat department of Furlich's store, 1018 W. Lawrence ave., Springfield, Ill.

Floyd Hackley has opened a meat market in Mason City, Ia.

Morrell Constantino has opened Morrell's Market at 112-114 E. Laurel st., Springfield, Ill.

A. Geckler of Milford, Ia., has sold his meat market to Herman Huelsbeck.

A new meat market has been opened at 4649 Bloomington st., Minneapolis, Minn., by John Backstrom.

Alois Pansky has opened a meat market at 4377 N. Teutonia ave., Milwaukee, Wis.

Retail Meat Prices

Average of semi-monthly prices at New York and Chicago for all grades of pork and good grade of other meats, in mostly cash and carry stores.

Compiled by the U. S. Bureau of Agricultural Economics. Prices are based on simple average of quotations received.

NEW YORK. CHICAGO.

	Nov. 15, 1934.	Nov. 15, 1934.	Nov. 15, 1934.	Nov. 15, 1934.	Nov. 15, 1934.	Nov. 15, 1934.
Beef:						
Porterhouse steak	.38	.34	.41	.36	.33	.35
Sirloin steak	.32	.30	.36	.30	.26	.29
Round steaks	.30	.28	.34	.26	.22	.25
Rib roast, 1st 6 ribs	.26	.23	.28	.24	.20	.23
Chuck roast	.18	.16	.19	.17	.15	.17
Plate beef	.11	.8	.10	.9	.10	.8
Lamb:						
Legs	.22	.21	.21	.21	.20	.19
Loin chops	.32	.32	.34	.30	.28	.28
Rib chops	.27	.26	.25	.26	.24	.24
Stewing	.10	.8	.9	.12	.10	.10
Pork:						
Cheeks, center cuts	.26	.26	.23	.25	.25	.21
Bacon, strips	.31	.28	.23	.29	.20	.19
Bacon, sliced	.36	.28	.27	.35	.26	.24
Hams, whole	.24	.19	.18	.23	.17	.15
Picnics, smoked	.15	.12	.11	.16	.11	.11
Lard	.16	.11	.12	.14	.9	.8
Veal:						
Cullets	.37	.36	.36	.30	.29	.29
Loin chops	.30	.30	.28	.25	.24	.24
Rib chops	.26	.25	.23	.22	.20	.21
Stewing (breast)	.14	.11	.11	.10	.10	.10

*Top round at New York.

EAGER TO LEARN ABOUT MEAT.

Fall meat cutting demonstrations as given by representatives of the National Livestock and Meat Board have met a fine reception in different parts of the country. At New Bedford, Mass., 250 enthusiastic retailers attended a demonstration early this week preceding demonstrations given for schools, homemakers and service clubs. In Pittsburgh, 1,300 retailers attended the meat cutting demonstration, some coming from a distance of more than 100 miles away.

The board's cooking schools also are drawing record crowds. In Danville, Ill., in spite of pouring rain, the opening session of the meat cooking school was greeted by a packed auditorium with hundreds of women standing. At New Bedford, Mass., 1,600 women were registered at the first cooking school session with 1,000 turned away for lack of room. At Pittsburgh, the school drew an attendance on the first day of 3,000 women.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Nov. 28, 1934:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS:				
(1) (300-500 lbs.) choice	\$11.50@12.50	.....	\$12.00@13.00	.....
Good	9.00@11.50	.....	10.00@12.00	.....
Medium	6.50@ 9.00	.....	7.00@ 9.50	.....
Common	5.50@ 6.50	.....	6.00@ 7.00	.....
STEERS:				
(500-600 lbs.) choice	11.50@12.50	.....	12.00@13.00	13.00@14.00
Good	9.00@11.50	.....	10.00@12.00	11.00@12.00
Medium	6.50@ 9.00	.....	7.00@ 9.50	8.00@10.00
Common	5.50@ 6.50	.....	6.00@ 7.00	6.50@ 7.50
STEERS:				
(600-700 lbs.) choice	12.00@13.00	.....	12.50@13.50	13.00@14.00
Good	10.00@12.00	.....	10.50@12.50	11.00@12.00
Medium	7.50@10.00	7.50@10.00	7.50@10.00	8.00@10.00
STEERS:				
(700 lbs. up) choice	13.00@14.00	12.50@13.50	12.50@13.50	13.00@14.00
Good	10.50@13.00	10.50@12.00	10.50@12.50	11.00@12.00
COW:				
Good	6.50@ 7.00	7.00@ 7.50	7.00@ 8.00	7.50@ 8.00
Medium	6.00@ 6.50	6.00@ 7.00	6.00@ 7.00	6.00@ 7.50
Common	5.00@ 6.00	5.50@ 6.00	5.00@ 6.00	5.50@ 6.50
Fresh Veal and Calf Carcasses:				
VEAL:				
(2) choice	9.00@10.00	9.50@11.00	9.50@11.50	10.00@11.00
Good	8.00@ 9.00	8.00@ 9.50	8.00@ 9.50	9.00@10.00
Medium	7.00@ 8.00	6.50@ 8.00	6.50@ 8.00	7.00@ 8.00
Common	5.50@ 6.50	5.50@ 6.50	5.00@ 6.50	6.00@ 7.00
CALF:				
(2-3) good	6.50@ 7.50	.....	6.50@ 7.50	.....
Medium	5.50@ 6.50	.....	5.50@ 6.50	.....
Common	4.50@ 5.50	.....	4.50@ 5.50	.....
Fresh Lamb and Mutton:				
LAMB:				
(38 lbs. down) choice	13.00@14.00	13.00@14.00	14.00@15.00	14.00@15.00
Good	12.00@13.00	12.50@13.00	13.00@14.00	13.50@14.50
Medium	11.00@12.00	11.50@12.50	12.00@13.00	12.00@13.00
Common	10.00@11.00	10.50@11.50	11.00@12.00	11.00@12.00
LAMB:				
(39-45 lbs.) choice	13.00@14.00	13.00@13.50	13.50@14.00	14.00@15.00
Good	12.00@13.00	12.50@13.00	13.00@13.50	13.50@14.50
Medium	11.00@12.00	11.50@12.50	12.00@13.00	12.00@13.00
Common	10.00@11.00	10.50@11.50	11.00@12.00	11.00@12.00
LAMB:				
(46-55 lbs.) choice	11.00@12.00	11.50@12.50	12.00@12.50	12.00@13.00
Good	10.00@11.00	11.00@11.50	11.00@12.00	11.00@12.00
MUTTON:				
(ewe) (70 lbs. down) good	6.50@ 7.50	7.00@ 8.00	6.00@ 7.00	.....
Medium	5.50@ 6.50	6.00@ 7.00	5.00@ 6.00	.....
Common	4.50@ 5.50	5.00@ 6.00	4.00@ 5.00	.....
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	11.00@12.00	12.00@12.50	12.00@13.00	12.00@13.00
10-12 lbs. av.	11.00@12.00	12.00@12.50	12.00@13.00	12.00@13.00
12-15 lbs. av.	10.50@11.50	11.50@12.50	11.50@12.50	11.50@12.50
16-22 lbs. av.	10.00@11.00	10.50@11.50	10.50@11.50	11.00@12.50
SHOULDERS, N. Y. Style, Skinned:				
8-12 lbs. av.	9.00@ 9.50	.....	10.00@11.00	10.50@11.00
PICNICS:				
6-8 lbs. av.	.....	10.50@11.00	.....	.....
BUTTS: Boston Style:				
4-8 lbs. av.	10.00@11.00	.....	11.50@13.00	12.00@13.00
TRIMMING:				
Regular	7.50@ 8.00	.....	.....	.....
Lean	10.00@12.00	.....	.....	.....
(1) Includes helper 450 pounds down at Chicago. (2) Includes "skins on" at New York and Chicago.				
(3) Includes sides at Boston and Philadelphia.				

A. C. WICKE MFG. CO.

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NEW YORK CITY

Salesrooms:
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Main Office and Factory: 406-414 East 102nd St.
Phone ATwater 9-0880 for All Branches

Bronx Branch:
739 Brook Ave.

AMONG NEW YORK RETAILERS.

Brooklyn Branch had a stag card party Thursday of last week. Brooklyn and South Brooklyn branches held the turkey exchange, as usual, the day preceding Thanksgiving. John Harrison, business manager of these branches, being in charge.

A card party was held by the Ladies' Auxiliary in Hotel McAlpin. Table prizes were awarded. Mrs. George Anselm, and Mrs. Albert Di Matteo were the hostesses.

Fred Hirsch, business manager of Bronx Branch, has returned home after a long illness in the Post-Graduate Hospital. His many friends hope to see him back at business during the next week.

CHAIN STORE SALES.

Report of First National Stores, Inc., for the three months ended Sept. 29, shows net income of \$997,173 or \$1.12 a share on common stock, compared with \$1,088,515 or \$1.23 a share in the preceding quarter and \$981,362 or \$1.10 a share in the third quarter of 1933.

Jewel Tea Co., Inc., reports sales of \$1,391,137 for the four weeks ended Nov. 3, an increase of 15.26 per cent over the \$1,206,911 reported for the corresponding period of 1933. The average number of units in operation during the period was 1,537 against 1,450 a year ago.

FINANCIAL NOTES.

Directors of Wilson & Co. this week voted a special dividend of 1 1/4 per cent, or \$1.75 per share, to apply against accumulated dividends on the preferred stock of the company, payable January 2, 1935, to stock of record on December 15, 1934.

At the annual meeting at Mason City, Iowa, last week directors of Jacob E. Decker & Sons Co. declared a dividend of 7 per cent on the preferred stock of the company. This is the 30th consecutive dividend declared by the company, of which Jay E. Decker is president.

Stockholders of the Memphis Packing Corporation have approved plans for revision of capital set-up under which outstanding shares will be exchanged for \$5,000 shares of new common. Holders of class A stock will receive six shares of the new common and class B holders will receive share for share.

MEAT IMPORTS AT NEW YORK.

Principal meat imports at New York for the week ended Nov. 24, 1934:

Point of origin.	Commodity.	Amount.			
Argentina—Canned corned beef.	121,716 lbs.				
Canada—Bacon	2,881 lbs.				
Canada—Sausage	698 lbs.				
Canada—Pork tenderloin	565 lbs.				
Denmark—Liverpaste	225 lbs.				
Germany—Smoked ham	6,761 lbs.				
Germany—Sausage	10,203 lbs.				
Hungary—Sausage	101 lbs.				
Hungary—Liverpaste	77 lbs.				
Ireland—Smoked pork	6,969 lbs.				
Italy—Sausage	1,378 lbs.				
Poland—Ham	36,078 lbs.				
Uruguay—Canned corned beef.	2,250 lbs.				
Do. 6% Pfd.	80	104	104	104	102
Do. 7% Pfd.	90	110	100%	100%	100%
Stahl Meyer					
Swift & Co.	12,600	19	18%	18%	18%
Do. Int'l.	7,550	35 1/2	34%	34%	33
U. S. Cold Stor.					
U. S. Leather	600	5 1/2	5 1/2	5 1/2	5 1/2
Do. A.	900	9 1/2	9 1/2	9 1/2	9 1/2
Do. Pr. Pfd.					
Wesson Oil	4,800	32 1/2	32	32	32
Do. Prd.	1,600	72 1/2	72 1/2	72 1/2	72 1/2
Wilson & Co.	1,200	6 1/2	6 1/2	6 1/2	6 1/2
Do. A.	26,900	27 1/2	28 1/2	28 1/2	28 1/2
Do. Pfd.	4,400	95 1/2	94 1/2	94 1/2	94 1/2

UNITED DRESSED BEEF COMPANY

J. J. HARRINGTON & COMPANY

City Dressed Beef, Lamb and Veal, Poultry

Oleo Oils
Stearine
Tallow

Stock Foods
Calf Heads
Cracklings

Pulled Wool
Pickled Skins
Packer Hides

Calf Skins
Horns
Cattle Switches

Selected Beef and Sheep Casings

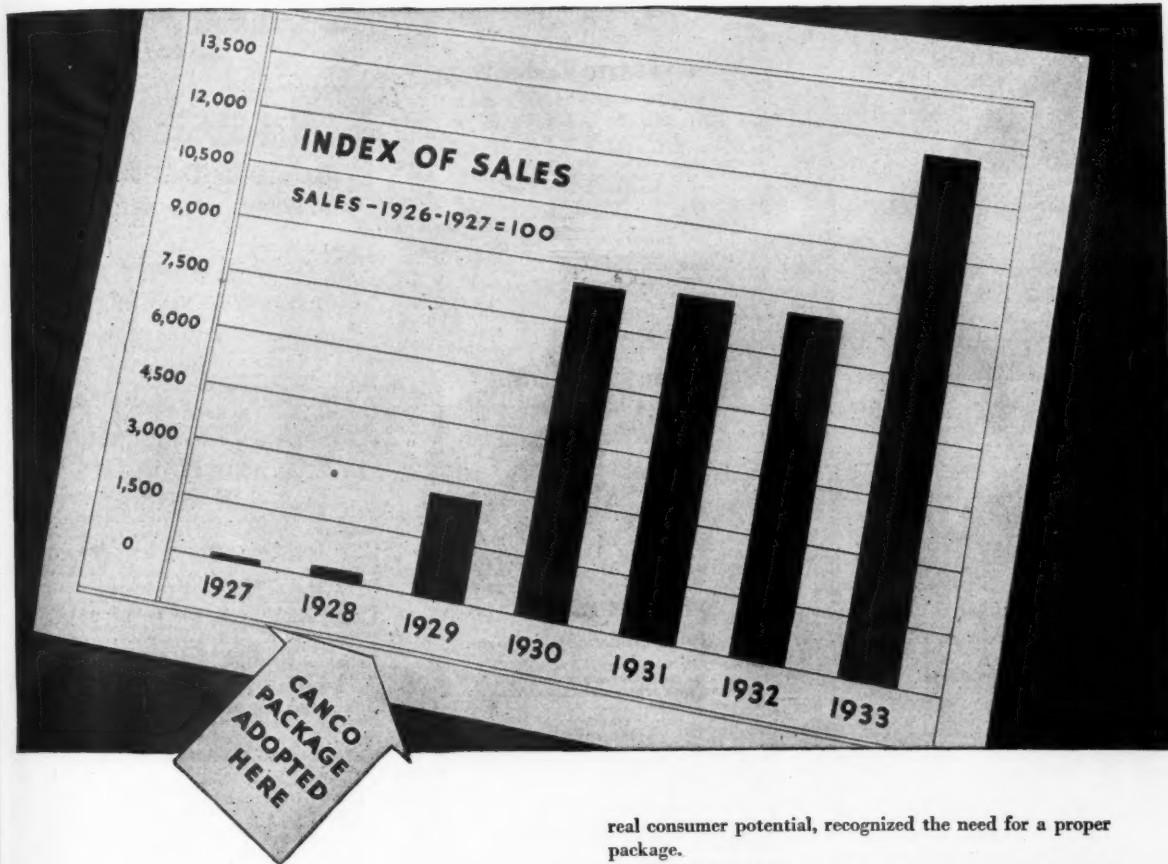
NEW YORK CITY

43rd & 44th Streets
First Ave. and East River

Telephone
Murray Hill 4-2900

Can a package help sales?

TAKE A LOOK AT THIS CHART...



"We do not believe it would have been possible without the new package," writes this manufacturer's advertising agency

Here's the case history:

For 25 years this product was sold in barrels and drums.

In 1927 the company began to meet isolated cases of consumer demand by putting up product in one-pound paper bags, 100 to the barrel. Slowly, consumer sales increased. In 1929 the company and its advertising agency sensed a

real consumer potential, recognized the need for a proper package.

That year, the American Can Company provided a well thought out consumer package. Sales began to soar.

Was the package alone responsible for this product's phenomenal consumer growth? Obviously not. But it did open the door to consumer merchandising, wider distribution. The plan was sound, the product and package were right. Together they did a job.

In the bulk product you're interested in may be tremendous package possibilities. Or in your packaged product may be the bigger volume that a better package can provide. Canco has built enough successful packages to know how to make a package successful. This knowledge and ability are for you—the moment you give the word.

AMERICAN CAN COMPANY

San Francisco
111 Sutter Street

New York
New York Central Building

CANCO

Chicago
104 So. Michigan Avenue

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ended	Cor. week,	
Prime native steers—	Nov. 28, 1934.	1933.	
400-600	.13	@14	10½@11
600-800			8½@9½
800-1000	.13	@13½	7½@8%
Good native steers—			
400-600	.11	@11½	9 @10
600-800			11%@12½
800-1000			11½@12½
Medium steers—			
400-600	9½@10	8 @9	7½@8½
600-800	10½@11½	7½@8½	
800-1000	11½@12½	7½@7%	
Heifers, good	400-600	.11	@11½
Cows, 400-600	.5	@7½	4½@5%
Hind quarters, choice		@18	@13½
Fore quarters, choice		@10	@8

Beef Cuts.

Steer loins, prime.....	unquoted	@16
Steer loins, No. 1.....	@27	@15
Steer loins, No. 2.....	@21	@14
Steer short loins, prime.....	unquoted	@22
Steer short loins, No. 1.....	@35	@19
Steer short loins, No. 2.....	@24	@17
Steer loin ends (hips).....	@19	@12
Cow loins.....	@18	@12
Cow short loins.....	@12	@11
Cow loin ends (hips).....	@10	@10
Steer ribs, prime.....	unquoted	@13
Steer ribs, No. 1.....	@21	@11
Steer ribs, No. 2.....	@19	@10
Cow ribs, No. 2.....	@10	@7
Cow ribs, No. 3.....	@7	@6
Steer rounds, prime.....	unquoted	@10
Steer rounds, No. 1.....	@9½	@8
Steer chuck, prime.....	unquoted	@8½
Steer chuck, No. 1.....	@10	@6½
Cow rounds.....	unquoted	@6
Cow chuck.....	@9½	@5½
Steer plates.....	@9	@5
Medium plates.....	@7	@3
Stirloin No. 1.....	9½	7½
Steer navel ends.....	@9½	3½
Cow navel ends.....	@4	@3
Hire shanks.....	@7½	5½
Hind shanks.....	@4½	4
Strip loins, No. 1, bms.	@45	32
Strip loins, No. 2.....	@30	30
Stirloin butts, No. 1.....	@22	18
Stirloin butts, No. 2.....	@18	16
Beef tenderloins, No. 1.....	@50	45
Beef tenderloins, No. 2.....	@35	35
Rump butts.....	@19	11
Flank steaks.....	@18	12
Shoulder clods.....	8½	7
Hanging tenderloins.....	@7	5½
Insides, green, 60½ lbs.	9½	8
Outsides, green, 50½ lbs.	8½	7½
Knuckles, green, 5½ lbs.	@9	7½

Beef Products.

Brains (per lb.).....	@ 7	8	6	9
Hearts.....	@ 4	5	5	5
Tongues.....	@14	15	15	15
Sweetbreads.....	@18	15	15	15
Ox-tail, per lb.....	@ 8	8	8	8
Fresh tripe, plain.....	@ 4	3½	3½	3½
Fresh tripe, H. C.....	@ 8	8	8	8
Livers.....	@13	12	12	12
Kidneys, per lb.....	@ 8	8	8	8

Veal.

Choice carcass.....	9	10	8	6	9
Good carcass.....	7	8	6	6	8
Good saddles.....	10	16	10	12	
Good racks.....	6	8	5	6	8
Medium racks.....	4	4	3	6	4

Veal Products.

Brains, each.....	@10	@7
Sweetbreads.....	@25	35
Calf livers.....	@30	38

Lamb.

Choice lambs.....	@13½	@12
Medium lambs.....	@12½	10
Choice saddles.....	@16	@13½
Medium saddles.....	@15	11
Choice fores.....	@11	11
Medium fores.....	@10	8
Lamb fries, per lb.....	@26	25
Lamb tongues, per lb.....	@12	15
Lamb kidneys, per lb.....	@15	15

Mutton.

Heavy sheep.....	@ 4	3
Light sheep.....	@ 7	5
Heavy saddles.....	@ 6	4
Light saddles.....	@ 9	6
Heavy fores.....	@ 4	2
Light fores.....	@ 6	4
Mutton loins.....	@10	8
Mutton stew.....	@ 3	2
Sheep tongues, per lb.....	@12	9
Sheep heads, each.....	@10	8

Fresh Pork, Etc.

Pork loins, 8@10 lbs. av.	@12	@ 9½
Picnic shoulders.....	@ 9½	7
Skinned shoulders.....	@10	6
Tenderloins.....	@28	18
Spare ribs.....	@ 8	5
Bacon fat.....	@13	6½
Boston butts.....	@11	7
Boneless butts, cellar trim, 2@4	@15	9
Hocks.....	@ 8	5
Tails.....	@ 7	5
Neck bones.....	@2½	2
Slim bones.....	@ 9	5
Blade bones.....	@8½	5
Pigs' feet.....	@ 4	2
Kidneys, per lb.....	@ 7	5
Livers.....	@3½	3
Brains.....	@ 8	5
Ears.....	@ 5	4
Snouts.....	@ 6	5
Heads.....	@ 6	3

DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons.....	@2½
Country style sausage, fresh in links.....	@1½
Country style sausage, fresh in bulk.....	@1½
Country style sausage, smoked.....	@18½
Frankfurts in sheep casings.....	@19
Bologna in beef bungs, choice.....	@13½
Bologna in beef middles, choice.....	@14½
Liver sausage in beef rounds.....	@12½
Smoked liver sausage in hog bungs.....	@17
Liver sausage in hog bungs.....	@18
Head cheese.....	@18
New England luncheon specialty.....	@19½
Minced luncheon specialty, choice.....	@15½
Tongue sausage.....	@24½
Blood sausage.....	@15½
Souse.....	@16½
Polish sausage.....	@16½

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@35
Thuringer cervelat.....	@15½
Farmer.....	@23
Holstein.....	@22
B. C. salami, choice.....	@32
B. C. salami, new condition.....	@33
Frisses, choice, in hog middles.....	@32
G. style salami.....	@37
Pepperoni.....	@27
Mortadella, new condition.....	@17
Capicola.....	@38
Italian style hams.....	@29
Virginia hams.....	@35

SAUSAGE MATERIALS.

(F.O.B. CHICAGO, carlot basis.)

Regular pork trimmings.....	@ 7
Special lean pork trimmings.....	@10½
Extra lean pork trimmings.....	@12
Pork cheek meat.....	6
Pork hearts.....	3
Pork livers.....	3½
Native boneless bull meat (heavy).....	5½
Shank meat.....	4
Boneless chuck.....	4½
Beef trimmings.....	2½
Beef cheeks (trimmed).....	4
Dressed canners, 350 lbs. and up.....	3½
Dressed cutter cows, 400 lbs. and up.....	4
Dr. bologna balls, 600 lbs. and up.....	4½
Beef tripe.....	2½
Pork tongue, canner trim, S.P.....	@15½

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	\$5.25
Large tins, 1 to crate.....	5.75
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	6.25
Large tins, 1 to crate.....	7.00
Smoked link sausage in hog casings—	
Small tins, 2 to crate.....	5.50
Large tins, 1 to crate.....	6.25

BARRELED PORK AND BEEF.

Mess pork, regular.....	\$29.00
Family back pork, 24 to 34 pieces.....	\$29.00
Family back pork, 33 to 45 pieces.....	\$27.00
Clear back pork, 40 to 50 pieces.....	\$29.50
Clear plate pork, 25 to 35 pieces.....	\$26.00
Brisket pork.....	\$31.00
Bean pork.....	\$26.50
Plate beef.....	\$18.00
Extra plate beef, 200 lb. bbls.....	\$19.00

Regular tripe, 200-lb. bbl.....	\$12.00
Honey comb tripe, 200-lb. bbl.....	15.00
Pocket honeycomb tripe, 200-lb. bbl.....	19.00
Pork feet, 200-lb. bbl.....	15.50
Lamb tongues, short cut, 200-lb. bbl.....	40.00

DRY SALT MEATS.

Clear bellies, 18@20 lbs.....	@14%
Clear bellies, 14@16 lbs.....	@14%
Rib backs, 10@12 lbs.....	@13%
Fat backs, 14@16 lbs.....	@13%
Regular plates.....	@10
Jowl butts.....	@9%

WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.....	17% @18%
Fancy skd. hams, 14@16 lbs.....	18% @19%
Standard reg. hams, 14@16 lbs.....	16% @17%
Pieces, 4@5 lbs., short shanks.....	11% @12%
Pican bacon, 6@8 lbs.....	10% @11%
No. 1 beef ham sets, smoked.....	12½@13%
Insoles, 8@12 lbs.....	21
Outsides, 5@10 lbs.....	22
Knuckles, 5@9 lbs.....	18
Cooked hams, choice, skin on, fatted.....	20
Cooked picnics, skin on, fatted.....	20
Cooked picnics, skinned, fatted.....	20
Cooked loin roll, smoked.....	20

LARD.

Prime steam, cash, Bd. Trade.....	\$10.22
Prime steam, loose, Bd. Trade.....	10.25
Refined lard, tierces, f.o.b. Chicago, 11½@	12½
Kettle rendered, tierces, f.o.b. Chgo.	12½
Leaf, kettle rendered, tierces, f.o.b.	12½

OLEO OIL AND STEARINE.

Extra oleo oil.....	10% @10%
Prime No. 1 oleo oil.....	9% @9%
Prime No. 2 oleo oil.....	9% @9%
Prime oleo stearine, edible.....	8½ @8%

TALLOWS AND GREASES.

Edible tallow, under 1% acid, 48 titre.....	6% @7
Prime packers' tallow.....	5% @5%
No. 1 tallow, 10% f.t.a.	4½ @4½
Special tallow.....	4% @4%
Choice white greases.....	5% @5%
A-White grease.....	4% @4%
B-White grease, minimum 5% acid.....	4% @4%
Yellow grease, 10@15%.....	4% @4%
Brown grease, 40% f.t.a.	4% @4%

CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number.

No display. Remittance must be sent with order.

Position Wanted

Working Sausage Foreman

First-class sausagemaker with several years' experience manufacturing all kinds of sausage and loaves both U. S. and abroad. Can make quality product from any materials. Understands entire department and not afraid of work. W-748, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Sausage Foreman

Let me prove my worth in your sausage department. Am experienced on all kinds of sausage and specialties and have worked as foreman in large packing plants for many years. This experience can be turned to profit for you. Will go anywhere and can furnish best references. W-746, The National Provisioner, 407 S. Dearborn St., Chicago.

Superintendent

Superintendent experienced in all departments now available. Can turn out first-class product and handle labor without friction. Now employed. Willing to go anywhere. References. W-747, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Plant Superintendent

Now available, services of plant superintendent with 25 years' experience. Have been working foreman and have thorough knowledge of all pork operations. Understand how to handle help without friction. Excellent references. Middle West preferred. W-741, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Superintendent

Practical, all departments. Best results sausage and curing, wet and dry rendering, lard refining. Products that will meet competition. Would like to try out with plant located in West. I will not buy job but will make investment later if satisfactory. Reliable references. W-745, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Do You Plan to Make Dog Food?

If so, you need the right advice to keep out of trouble. Expert with practical experience can establish formulas and methods and start production for you. W-620, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

The RATH PACKING CO.



Pork and Beef Packers

BLACKHAWK HAMS and BACON

Straight and Mixed Cars of
Packing House Products

Waterloo, Iowa

Business Opportunities

Air-Conditioned Space for Rent

Air-conditioned manufacturing space in modern, fireproof building at 1929 S. Halsted St., Chicago. Five floors of 6,700 square feet each; 50-ton ice machine; automatic, electric freight and passenger elevators; triple-glass windows; tile wainscoting. Phone or write Mr. D. C. Snyder, Baird & Warner, Inc. Central 1855, 124 S. LaSalle St., Chicago.

Miscellaneous for Sale

Beef Middles

For sale, beef middles, medium, wide, and extra wide. H. Weinberger, c/o Feldman Bros. Co., Allen St. and Trenton Ave., Elizabeth, N. J.

Equipment for Sale

Dry Rendering Equipment

For sale, up-to-date dry rendering equipment, used very little. Reply to FS-737, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Machinery Bargains

The following machinery for sale at bargain:

- 1 Anco No. 600 Laabs Cooker
- 1 Anderson Crackling Expeller
- 1 Anco 3 x 6 Lard Roll
- 3 Mechanical Mfg. Co. Meat Mixers
- 1 M. & M. Hog
- 1 Lard Filter Press
- 1 Steam Tube Dryer, 6' x 30'
- 5 Cooking Kettles

What idle machinery have you for sale?

CONSOLIDATED
PRODUCTS COMPANY, INC.
14-19 Park Row, New York City

Equip. for Sale & Wanted

Meat Display Cases, etc.

For sale, one 16 ft. Brecht meat display case, one 12 ft. Koch case, one 10 ft. Haussman used about six years, equipped with ammonia coil. Wanted to buy, silent cutter. Marshall Packing Company, Marshalltown, Iowa.

Packinghouse Machinery

For sale, reconditioned machinery of every description from single machine to machinery for complete packing plant. Guaranteed in A-1 condition. Write Menges, Mange, Inc., 1515 N. Grand Blvd., St. Louis, Mo.

Rendering Machinery

Wanted, 4 or 6 pocket M & S filler for 16-oz. cans. Also steam jacketed mixers or aluminum steam jacketed agitator. W-744, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Have you ordered the new
MULTIPLE BINDER
for your 1934 copies of
THE NATIONAL PROVISIONER?

GEO. H. JACKLE

Broker

Tankage, Blood, Bones
Cracklings, Bonemeal
Hoof and Horn Meal

Chrysler Bldg.,
405 Lexington Ave.
New York City

C. A. Durr Packing Co., Inc.

Utica, N. Y.
Manufacturers of



HAMS
BACON
FRANKFURTS
QUALITY Pork Products That SATISFY

LARD
DAISIES
SAUSAGES



JOHN MORRELL & Co.

"Since 1827"

General Offices
OTTUMWA, IOWA

Hams, Bacon
Lard, Sausage
Canned Foods



Packing Plants
Ottumwa, Iowa
Sioux Falls, S. D.
Topeka, Kans.

Beef, Pork
Veal, Mutton
Mince Meat

Paradise

Brand
Hams Bacon Lard

The
Theurer-Norton Provision
Company

CLEVELAND PACKERS OHIO



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New York Branch: 407-409 West 13th Street

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Bacon
Lard
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Bell Brand
Hams—Bacon—Sausages—Lard—Scrapple
F. G. VOGT & SONS, INC.—PHILADELPHIA, PA.

Partridge

PORK PRODUCTS—SINCE 1876
The H. H. MEYER PACKING CO.
Cincinnati, Ohio

foods of Unmatched Quality

ESSKAY
QUALITY

HAMS—BACON

LARD—SAUSAGE

SOUTHERN ROSE SHORTENING

The Wm. Schluderberg-T. J. Kurde Co.
Meat Packers
Baltimore, Md.

Schenk Bros.

Managers



TASTIEST!

Because Capital Brand Hams and Bacon have
such fine flavor—they are always in favor

The Columbus Packing Co.

PORK AND BEEF PACKERS

Columbus, Ohio

New York Representative: M. C. Brand, 410 W. 14th St.

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				Wynantskill Mfg. Co.....
<hr/>				
*Advertisement appears every other week.				
†Every fourth week.				
††Once a month.				
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While every precaution is taken to insure accuracy, we cannot guarantee against the possibility of an occasional change or omission in the preparation of this index.				

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CARLOT SHIPPERS

Straight and mixed cars

PORK

BEEF

LAMB

MUTTON

VEAL

HORMEL
GOOD FOOD

Main Office and Packing Plant
Austin, Minnesota

KINGAN'S

"Reliable" Brand

HAMS — BACON — LARD — SAUSAGE
CANNED MEATS — OLEOMARGARINE
CHEESE — BUTTER — EGGS — POULTRY

A full line of Fresh Pork—Beef—Veal
Mutton and Cured Pork Cuts

Hides—Hair—Digester Tankage

KINGAN & Co.

PORK AND BEEF PACKERS

Main Plant, Indianapolis

Established 1845

THE E. KAHN'S SONS CO.
CINCINNATI, O.

"AMERICAN BEAUTY"

HAMS and BACON

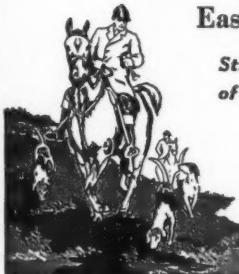
Straight and Mixed Cars of Beef,
Veal, Lamb and Provisions

Represented by

NEW YORK	PHILADELPHIA	WASHINGTON	BOSTON
H. L. Woodruff	W. G. Ford	E. L. Wright	P. G. Gray Co.
259 W. 14th St.	38 N. Delaware Av.	651 Penn. Av., N.W.	168 State St.

Hunter Packing Company

East St. Louis, Illinois



*Straight and Mixed Cars
of Beef and Provisions*

NEW YORK OFFICE
410 W. 14th Street

REPRESENTATIVES:
Wm. G. Joyce, Boston
F. C. Rogers, Philadelphia

Krey's

St. Louis

Shippers of Straight and Mixed Cars

Pork — Beef — Sausage — Provisions

HAMS and BACON

"Deliciously Mild"

New York Office—259 W. 14th St.

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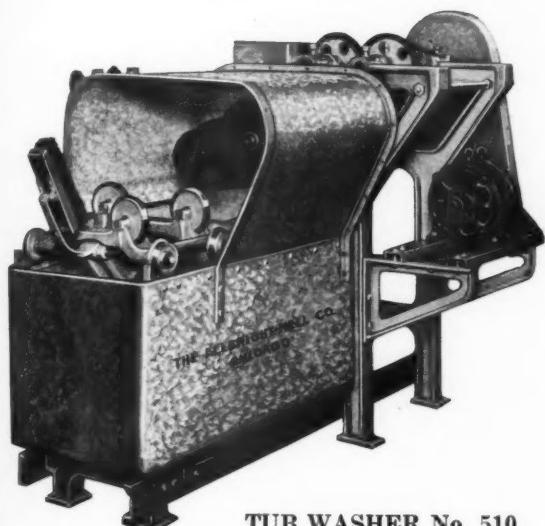
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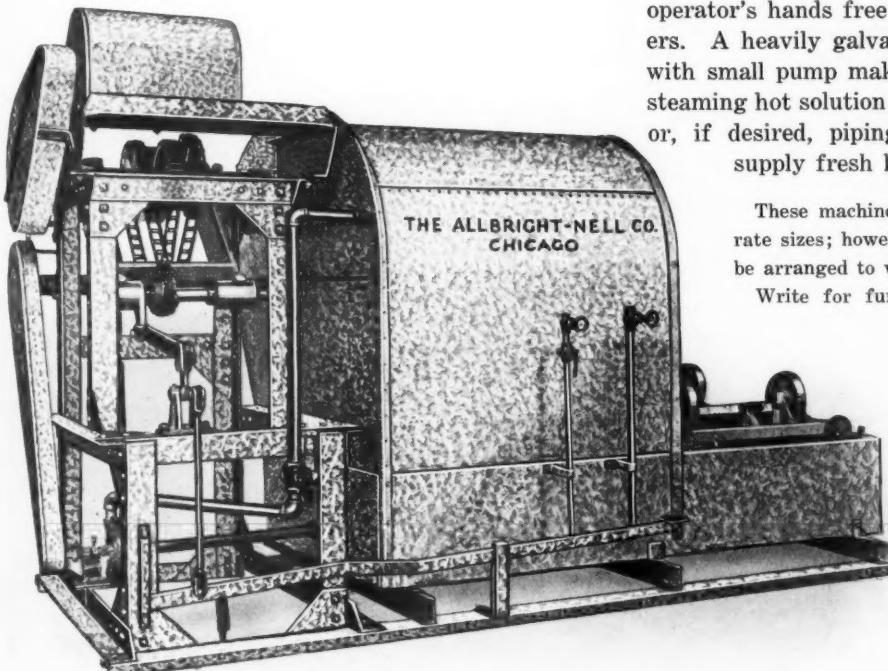
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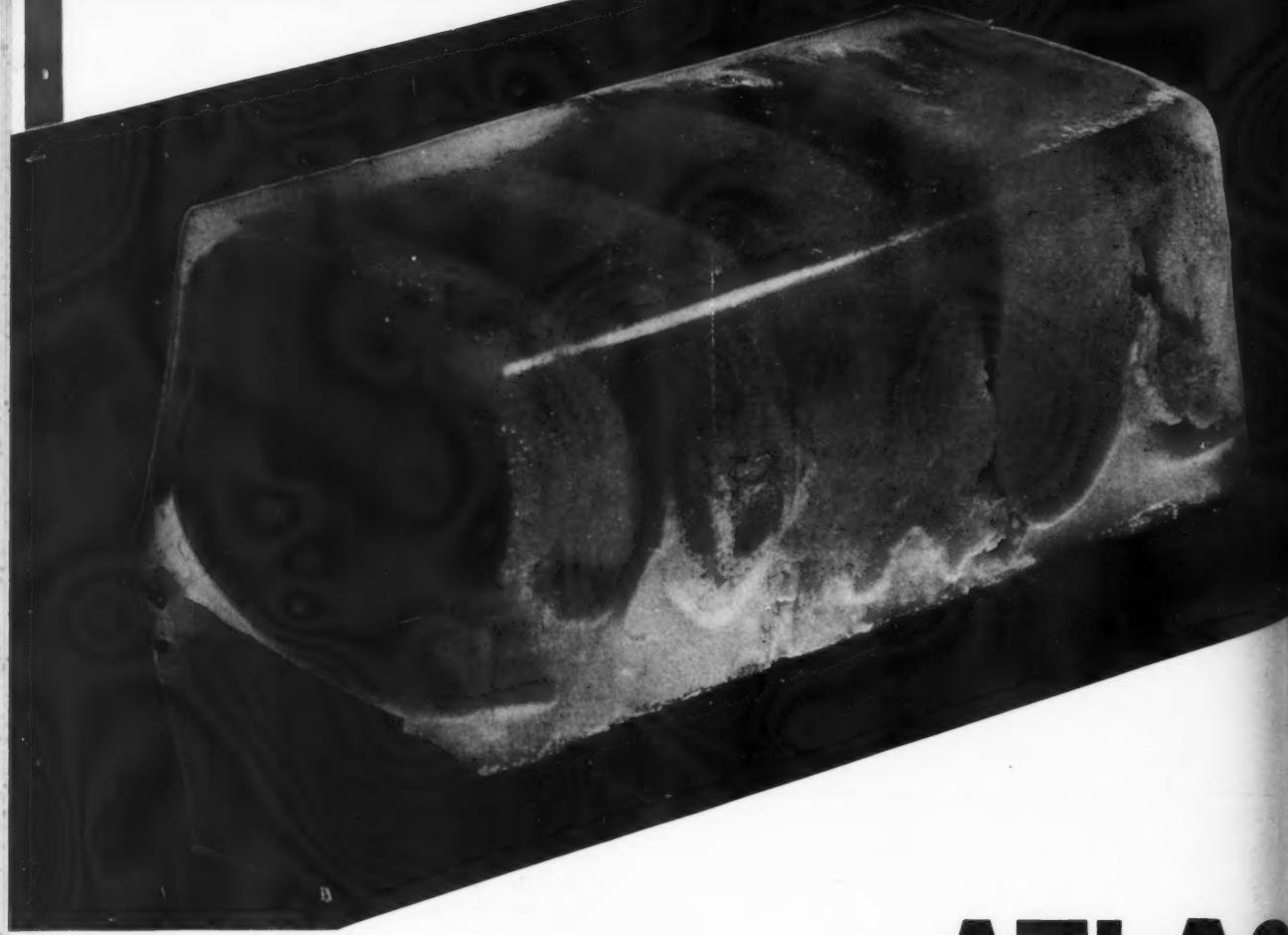


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